

# Producer Renewal Bulletin

PLAN YEAR: JANUARY 2023 - DECEMBER 2023

Dear Slingshot Producers,

We are pleased to present the 2023 plan year renewal through Slingshot Benefits. As you work with your clients through the renewal process, we would like to take this opportunity to remind you of the following:

- No plan or rate changes for Dental or Vision for 2023.
- Slingshot continues to offer 12-month plan year pricing allowing groups to maintain their specific benefit anniversary date.
- All renewal changes will be implemented on the groups' specific anniversary date.
- Groups may add dental or vision offerings during the renewal process.

Thank you for your continued support of Slingshot. We appreciate your partnership and look forward to working with you.

## Contact Us!

Email us at [Slingshot@advprofessionals.com](mailto:Slingshot@advprofessionals.com), find resources at [SlingshotBenefits.com](https://www.SlingshotBenefits.com), or contact your sales representative:

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# Product Snapshot

## Delta Dental of Washington

- All plans feature a \$50 / \$150 deductible
- Annual maximums from \$1,000 to \$2,000
- Diagnostic and Preventive Waiver continues to be included in all plans
- Available to groups with two or more employees
- Child and adult orthodontia riders (10 or more employees)
- All plans include the Delta Dental PPO Network

## VSP Vision Care Inc.

- UV coating covered in full
- \$10 co-pay for exams
- Materials allowance and co-pays vary by plan
- Choice Network included with both plan options



# Dental Plans

## Delta Dental of Washington – Monthly Premium

Dental	2-9 Subscribers	Employee	Employee + Spouse	Employee + Family	Employee + Child(ren)
	Plan 1	\$56.83	\$111.41	\$168.25	\$113.68
	Plan 2	\$61.95	\$121.41	\$183.36	\$123.89
	Plan 3	\$63.86	\$125.17	\$189.04	\$127.72
	Plan 4	\$71.53	\$140.19	\$211.71	\$143.05
Dental	10-50 Subscribers	Employee	Employee + Spouse	Employee + Family	Employee + Child(ren)
	Plan 1	\$46.20	\$90.57	\$136.78	\$92.42
	Plan 2	\$50.37	\$98.71	\$149.07	\$100.73
	Plan 3	\$51.92	\$101.78	\$153.67	\$103.84
	Plan 4	\$58.15	\$113.97	\$172.13	\$116.30
Dental	51+ Subscribers	Employee	Employee + Spouse	Employee + Family	Employee + Child(ren)
	Plan 1	\$39.74	\$77.90	\$117.63	\$79.48
	Plan 2	\$43.33	\$84.90	\$128.20	\$86.61
	Plan 3	\$44.66	\$87.61	\$132.17	\$89.30
	Plan 4	\$50.02	\$98.03	\$148.03	\$100.03
Ortho	10+ Subscribers	Employee	Employee + Spouse	Employee + Family	Employee + Child(ren)
	Ortho Rider 1	N/A	N/A	\$17.53	\$17.53
	Ortho Rider 2	\$2.21	\$4.42	\$21.89	\$19.67

## VSP Vision Care Inc. – Monthly Premium

Vision	Employee	Employee + Spouse	Employee + Family	Employee + Child(ren)
Plan 3 (12/12/24)	\$5.15	\$8.21	\$13.55	\$8.40
Plan 4 (12/12/12)	\$5.77	\$9.20	\$15.19	\$9.41

# Renewals on AP Connect

Dedicated to helping your business grow, Advanced Professionals Insurance & Benefit Solutions has streamlined the renewal process through our fully integrated [AP Connect](#) producer platform. Once your renewal is ready, you will be able to access it anytime at your convenience on AP Connect. You will receive an email from [apconnect@advprofessionals.com](mailto:apconnect@advprofessionals.com) when your proposal can be downloaded and completed. Please note that the renewal will not be attached to the email; to view and complete the proposal, you must log into AP Connect and follow the below instructions:

## 4-Step Process to Complete Renewal

1. Select “Renewals” from the navigation bar, then select the “Opportunity Name” of the respective group and trust.
2. Next, click the “View Proposals” button on the top right.
3. You can then download the “Renewal Proposal.”
4. You will then be able to confirm how the group would like to renew their coverages. Options include:
  - ✓ “Renew As Is” – Groups will not have to complete a GMA. A renewal confirmation will be sent out following the renewal selection.
  - ✓ “Renew With Changes” – The GMA will be made available to you via the “Tasks” tab in AP Connect.

## 3-Step Process to Complete Group Master Application

1. For groups that “Renew with Changes,” both the Producer and Benefit Administrator (employer) will receive access to the GMA once the renewal process has begun. The initial preparer (i.e. Producer Support or Producer) will complete all required fields within the GMA.
2. The Benefit Administrator will then sign into AP Connect to complete and sign the GMA. All required fields must be completed before the Benefit Administrator can produce a signature. The Benefit Administrator has the ability to modify pre-filled information as needed.
3. In the last step, the Producer or Producer Support reviews and executes the completed GMA. Once executed, the GMA and required renewal documents will be delivered to Advanced Professionals, who will process the submission.

## Renewal Tips for 2023

Renewal forms are due by the 10th of the month prior to the group’s renewal date. If the required renewal paperwork is not received by this date, group eligibility cannot be guaranteed for the scheduled renewal date. Therefore, providers and carriers may inform the employees that they do not have coverage.

If renewal forms are not received by the last day of the current contract, coverage will automatically terminate. We will assume the group desires to cancel coverage unless advised otherwise.

Pre-renewal premium invoices should be paid exactly as billed. Please advise your clients to contact the Third-Party Administrator (TPA) with any premium or enrollment questions, concerns, or discrepancies. Any requested revisions will be reflected on the group’s next billing statement.

Any open enrollment changes can be directed to the TPA, Vimly Benefit Solutions, once the renewal paperwork has been submitted.

# Managing General Agent

Advanced Professionals Insurance & Benefit Solutions exclusively performs group trust and benefit platform management services. Our clients are the benefit trust or platform, and the producer community. We do not work directly with employer groups, but rather, with underwriters/carriers and producers on rating, new business, and renewals/ retention of existing member companies.

The producer maintains the relationship with the employer group, and we maintain the relationship with the producer.

Advanced Professionals Insurance & Benefit Solutions has a full team of knowledgeable and professional staff that is committed to providing the best possible customer service. This includes answering questions and concerns in a timely manner, and identifying and anticipating needs, resulting in more efficient service.



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## Your Producer Platform

Advanced Professionals' proprietary [AP Connect](#) is your end-to-end platform for RFPs, new business and renewals, including 24-hour access to benefit summaries, the most up-to-date booklets and forms, access to provider directories, Rx information, producer communications, and other pertinent Trust documents, such as:

- Underwriting Assumptions and Guidelines
- Producer Commission Schedule
- Marketing and Sales Tools
- Carrier Contact Sheet

## Producer Accreditation and Annual Certification

The following items must be kept current in order to receive commissions, renewals and requests for proposals:

- Accreditation Agreement – Each Producer House must have an accreditation agreement on file. The agreement includes AP Connect user rights for producers and support staff. If any changes occur—mergers, acquisitions, etc., – producer house must contact Advanced Professionals to ensure accreditation agreement is still valid.
- Producer Certification – Producers selling any trust offered by Advanced Professionals must be certified in that trust.

Certification must be completed annually.

- Current Appointments with all applicable Carriers
- Current Washington State License
- Errors and Omissions Liability Insurance with a limit of no less than \$1,000,000

Please note that if a producer's certification is suspended, commissions are not paid. Producers are allowed 90 days from the date of expiration to become compliant with all certification requirements.

After 90 days, commissions will be forfeited, and no retroactive payments will be issued.

# Customer Service

## General Inquiries and Information

[SlingshotBenefits.com](https://SlingshotBenefits.com)

[Slingshot Producer Website](#)

[Slingshot@advprofessionals.com](mailto:Slingshot@advprofessionals.com)

## Delta Dental of Washington

[DeltaDentalWA.com](https://DeltaDentalWA.com)

Customer Service: 800.554.1907

## VSP Vision Care Inc.

[VSP.com](https://VSP.com)

Customer Service: 800.877.7195



## Third-Party Administrator



### Vimly Benefit Solutions

YOUR THIRD-PARTY ADMINISTRATOR

☎ 425.367.0740

@ [Slingshot@vimly.com](mailto:Slingshot@vimly.com)

📍 Slingshot

P.O. Box 6

Mukilteo, WA 98275

- Maintains and processes member eligibility
- Consolidated billing
- Premium processing
- Premium and eligibility reconciliation
- Producer commissions
- Delinquency processing and adjudication
- Administrative guides for participating employers
- COBRA administration for Trust products at no additional cost
- Premium only plan services for all participating companies at a discounted rate
- Discounted Flex Plan (Section 125) administration, installation, documentation, compliance and employee meetings: [flexspending@vimly.com](mailto:flexspending@vimly.com)