

AP Producer News

Help Your Clients Remain with Regence through the AI Industry Health Trusts

November 3, 2023

Dear Valued Producer,

Through the Washington Commercial Construction Industry Health Trust offered by Associated Industries (AI), you have a unique opportunity to grow your book of business for the 2024 plan year. With carrier changes coming to the Master Builders Association (MBA) Health Trust, many of your clients and prospects may be wondering how they can remain with their medical carrier of choice, Regence BlueShield.

By transitioning these groups to the AI Construction Industry Health Trust, you will help ensure consistency in care for your clients, allowing them to keep their health care providers, drug formulary, and any pre-authorized care undisrupted.

Members also will have access to the premier HR and legal benefits available through [Associated Industries](#), which was established in 1910 to help employers mitigate risk, enhance their workplace culture, and provide experienced guidance on compliance, employment law, and HR matters.

To highlight the value of Associated Industries membership, AI extends a 50 percent discount on the first year of membership dues for groups transitioning from MBA. This offer includes complimentary access to the Zywave HR Client Portal, valued at \$3,000 annually, making AI membership an affordable solution for employers to stay current with evolving HR laws and regulations. For groups seeking the most accessible option, the [Basic Membership](#) tier would be available to them for just \$307 for the first year, offering organizations an ideal way to enhance their HR capabilities while managing costs effectively.

AI also values YOU as an independent insurance consultant, and recognizes the importance of your role in the employee benefits process. We thank you for putting your clients first, making recommendations based on their needs as an employer rather than your own.

We realize that there is going to be challenges with this change, but you are not in this alone. We have resources to help you, including:

- [AP Connect](#): Your 24/7 source for all new business, renewals and more.
- [AI Producer Benefit Portal](#): Find Producer Reference Tools, Plan Summaries, Forms and more
- AI-Trusts@advprofessionals.com: Dedicated email inbox for your questions
- Seasoned Sales Professionals: Nathan.Edmondson@advprofessionals.com and Robin.Roberts@advprofessionals.com
- As well as an integrated sales and service approach with your Regence Sales Team

There's Still Time to Enter to Win a Renewal Stress Break!

Have you entered the Associated Industries drawing yet for a \$500 gift card toward a stay at [The Lodge at St. Edward Park](#). "We hope you don't need a stress break after this year's renewal season, but if you do, we've got you covered!" says the email you should have received from Associated Industries. As a thank you for your hard work to help its Industry Health Trusts succeed, AI producers and support staff are invited to click below to enter the drawing. Thank you, and good luck!

[ENTER TO WIN](#)

More Appreciation for Your Hard Work: Regence Ignite and Asuris Advance Producer Bonuses effective 10/1/23-1/31/24

Here's even more thanks for your hard work on the Industry Health Trusts offered by Associated Industries: producer bonuses through [Regence Ignite](#) and [Asuris Advance](#)!

For new, fully insured groups you help transition from another carrier to medical through one of the Industry Health Trusts offered by Associated Industries (AI), you will be eligible for:

- \$20 per subscriber for fully insured groups with 10 or more subscribers
- New association members are eligible for payouts
- Payouts provided for new, fully insured group business with effective dates between October 1, 2023, and January 31, 2024

The subscriber count is based on the number of enrolled employees submitted with the group's case submission at the time of the initial setup.

For more information, including the detailed program rules, please download the [Regence Ignite](#) and [Asuris Advance](#) flyers, which also can be downloaded via the [AI Producer Benefit Portal](#).



If you need access to or have questions about [AP Connect](#), read our [AP Connect FAQ](#) or email APConnect@advprofessionals.com