

## Screening Questions for the Prospective Employer

### DO YOU HAVE A GROUP PLAN?

If yes - is it really affordable, or is it getting a little expensive?

- How much do you pay for each employee's monthly insurance premium?
- How much do they pay?

If no - have you ever tried to get it? Was it too expensive last time you looked?

### IF INTERESTED, ASK SOME ADDITIONAL QUESTIONS

What kind of benefits do you want us to offer? (Copays, HSA's etc.)

Do you have any insurance carriers that you don't want to use?

How much per employee/EE per month are you paying ... or if no coverage - are you willing to pay?

Do you have EE's in other states?

- Which States? How many EE's in each state?

What benefits seem to be most important to your employees?

- What benefits do they wish they had - but don't?

Do you have any sick EE's? Can you give me some details?

What are the ages, generally of your group?

Is dependent coverage expensive?

Can I see your most recent monthly billing?

Do you have a lot of tobacco users?

***We're trying to offer a great solution ... so it's important that I get good data so that what I'm/we're going to provide is accurate...***

By the way, do you offer Disability Income?

Accidental Injury?

Dental, Vision, Hearing?

Cancer, Critical Illness, Life?

### IF THEY WISH TO PROCEED, YOU NEED TO SUBMIT THE FOLLOWING:

- Employee Census
- Employer Group Health Form
- Request for Proposal (RFP)