

For Distribution to Brokers/Wholesalers/Administrators Only

June 3, 2003

Broker Business Transfers

Market: All

This is a follow-up communication to the May 8th Sales Flash regarding Broker Business Transfers. We would like to clarify that CareFirst BlueCross BlueShield does not encourage brokers to transfer their business from one Wholesaler to another DBE.

We hope this clarifies the intent of the original communication. If you have any questions please contact your Broker Sales Representative.

New Group Application Needed for Groups Moving Between Market Segments

Market: DC-Based Products

Please be advised that effective immediately, a new group contract application will be required from any group moving from the under 50 market segment to the over 50 market segment or vice versa upon renewal.

This process will enable the group to select the appropriate new enrollment guidelines according to their group size as well as generate new benefit booklets for the members.

Thank you for your cooperation. If you have any questions please contact your Broker Sales Representative.



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