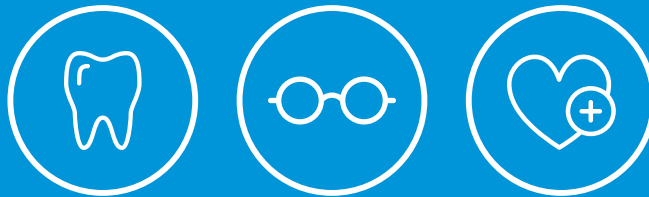


5% discount for small business specialty now available when added to medical!



Bundled savings on small business specialty coverage for groups of 1-100 employees

Give your clients a way to cover more of their overall health needs – and a 5% discount.

What is it?

- A 5% discount will be applied to dental and/or vision premiums when added to new and/or existing small business medical groups.
- Discounts are applied to total monthly dental and/or vision premium on each Blue Shield monthly billing statement.
- Effective dates starting May 1, 2017.

Who does it apply to?

- All small group **new business** medical groups that include dental and/or vision products.
- All existing medical groups that **add** dental and/or vision on or off renewal anniversary.

Other rules and requirements:

- A 5% discount will be applied to each line of coverage added (either dental or vision or both).
- Bundled savings discounts do not apply to existing dental or vision coverage when already combined with a Blue Shield of California medical plan.
- All small business dental and vision plans qualify for the discount including voluntary plans.
- Discounts will remain in place unless Blue Shield medical is canceled.
- Standard underwriting guidelines apply.
- Blue Shield reserves the right to cancel this program at any time.