



Welcome and thank you for joining us today!

Contact your Georgia Territory Manager for:







Complex Sales and Member Benefit Questions



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About KP + the Georgia Region

- **Combined Care and** Coverage
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- Mind and Body Support
- World Class Care
- World Class Maternity Care
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Resources and Contacts

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Georgia Broker Monthly Compensation for 2026



For new members and renewal



\$28Per Member Per Month



Brokers will receive \$28 per member per month for both new sales and renewals in Georgia.



Commissions for new KPIF sales and renewals during 2026 Open Enrollment will be processed and paid beginning in February 2026.



Review the **2026 Georgia KP Broker Compensation plan** (coming soon on <u>business.kp.org</u>) for full details.



NEW! Access your compensation statements on business.kp.org

Confirm license & appointment if you haven't sold KP recently **Phone:** 1-844-394-3978 (Option 3) | **Email:** Broker.Services-GA@kp.org



2026 KPIF Georgia Rates





KP filed a rate increase of 16.7%. KP remains competitively priced, with low-cost options across all metal tiers.



Tobacco surcharge remains at 20%, with a minimum age of 21 (no change from 2025).



2026 portfolio details and enrollment options are included in later slides; final rates will be available after 11/1/2025.

NEW! Digital Access to Compensation Statements



Compensation statements, both new and historical, are now available in Excel and PDF formats via the broker portal.

This update is part of our broader commitment to providing brokers with a consistent, streamlined digital experience.



Login to <u>business.kp.org</u> to access your compensation statements

Act Now: Delegate & Go Digital



Delegated access: Principal brokers can identify and delegate permissions to team members (e.g., accounting/finance staff) accordingly through the portal.



Email delivery phased out after transition period.

Why this change works for you



All-in-One Access: New and historical statements in the same place



Real Time Availability: No waiting for monthly emails. Download as soon as statements are posted.



Streamlined experience: Consistent experience across markets.



Multiple formats: Excel & PDF





Legislative Changes

Enhanced Premium Tax Credits (EPTC) are expiring

- Since 2021, the federal government has been offering enhanced premium tax credits (subsidies) to make Individual & Family health insurance more affordable. These enhanced premium tax credits are expiring on December 31, 2025, unless extended by Congress. Tax credits will still be available in 2026 for people who qualify, but the amount will be smaller.
- Beginning January 1, 2026, the amount of financial help available to your clients may decrease, and their monthly premium payment for coverage may increase.

Income Verification May Be Required

- Your clients may be asked by their health exchange to submit documentation verifying their income and eligibility to ensure they are getting the correct financial assistance.
- Encourage your clients to log-in to their exchange account and confirm their income and household details to ensure they receive the correct subsidy.
- Encourage your clients to keep income documentation handy and submit it promptly if requested to ensure that they receive the correct financial assistance.

Other Changes

- Most Bronze and Catastrophic plans are now HSA eligible. For more information on enrolling your clients in HSA with Kaiser Permanente, visit kp.org.
- As of August 25, 2025, CMS has paused the Special Enrollment Period for household incomes at or below 150% FPL.
- If you have clients who are lawfully present immigrants under 100% FPL, they will no longer qualify for federal subsidies beginning Jan 1, 2026.



Keep an Eye Out for Additional Communications from Kaiser Permanente

We will send additional communications and provide resources on changes to federal law that will impact 2026 Open Enrollment processes and members' costs in 2026. Please ensure you carefully review all communications we send over the coming weeks.

Review State Exchange Communications

The State Exchanges are closely monitoring all legislative updates. Please stay connected to **GA Access** for additional information.



DACA Eligibility Changes



What is DACA

Deferred Action for Childhood Arrivals (DACA) is a U.S. policy that allows some undocumented individuals access to certain benefits, including the ability to enroll in Marketplace healthcare coverage and APTC eligibility.

What's Changing



DACA recipients will no longer be eligible for Health Plan Marketplace coverage. All marketplaces are required to terminate coverage for DACA enrollees by August 25, 2025. Additionally, the DACA Recipients SEP is no longer effective as of July 1, 2025.



Members who are impacted by this change will receive communications with next steps from the health plan Marketplaces including how they can enroll in off-exchange coverage.



Visit your local marketplace website to learn more about these changes and support your clients through this transition.

Coverage Alternatives Available After DACA Termination

- DACA recipients who lose coverage on-exchange may qualify for a Special Enrollment Period (SEP) under the standard "Loss of Coverage" Qualifying Life Event (QLE).
- If the subscriber loses eligibility due to DACA status, dependents who meet the exchange's immigration requirements (i.e., non-DACA) also qualify for the QLE and can re-enroll under a new account.

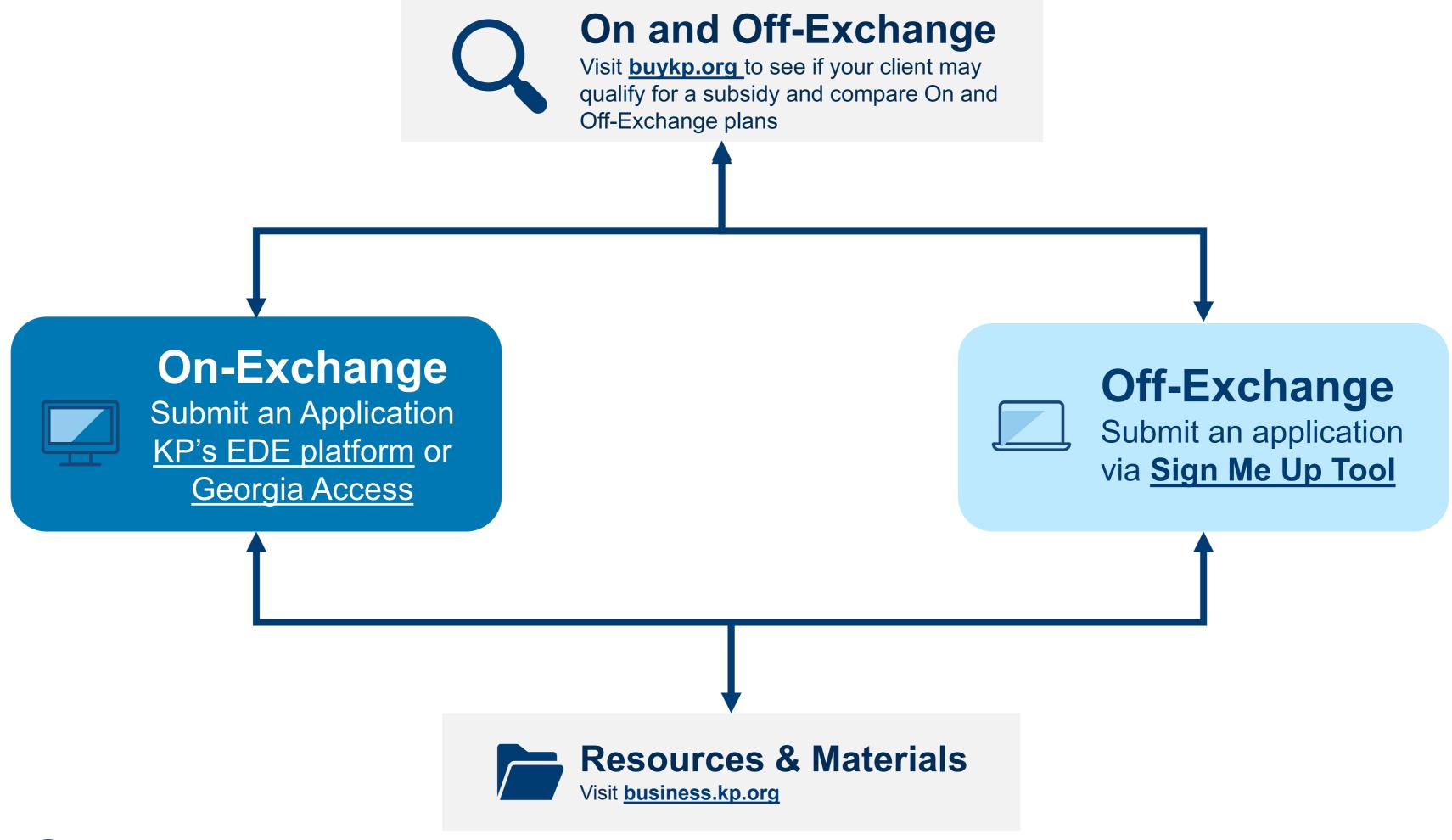




Navigating Kaiser Permanente Enrollment Platforms



Where do I start?





New to selling KP or KPIF? Be sure to check out our <u>KPIF Broker FAQs</u> available starting 11/1



Buykp.org Overview





Buykp.org is Kaiser Permanente's online quoting tool where you can:



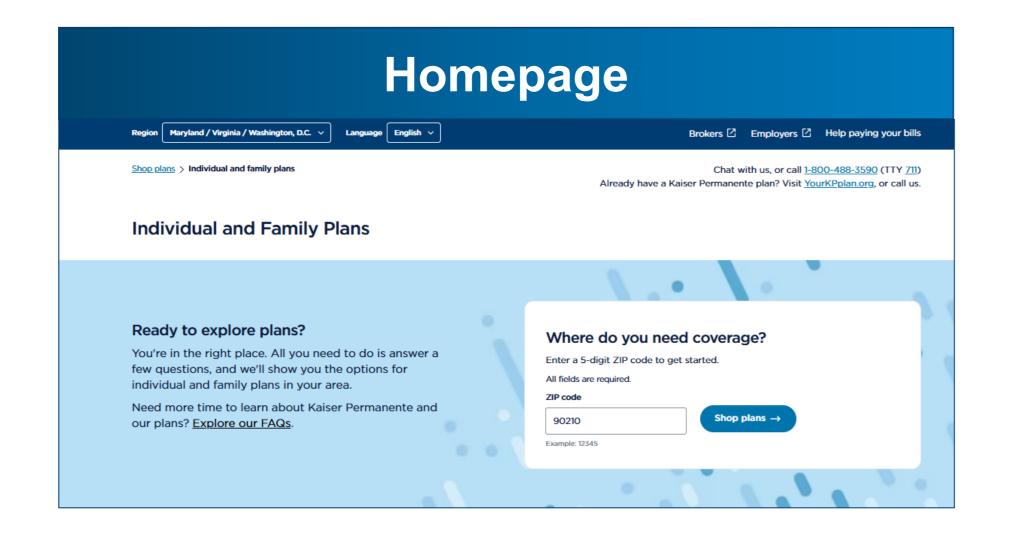
Compare On and Off-Exchange KPIF plans

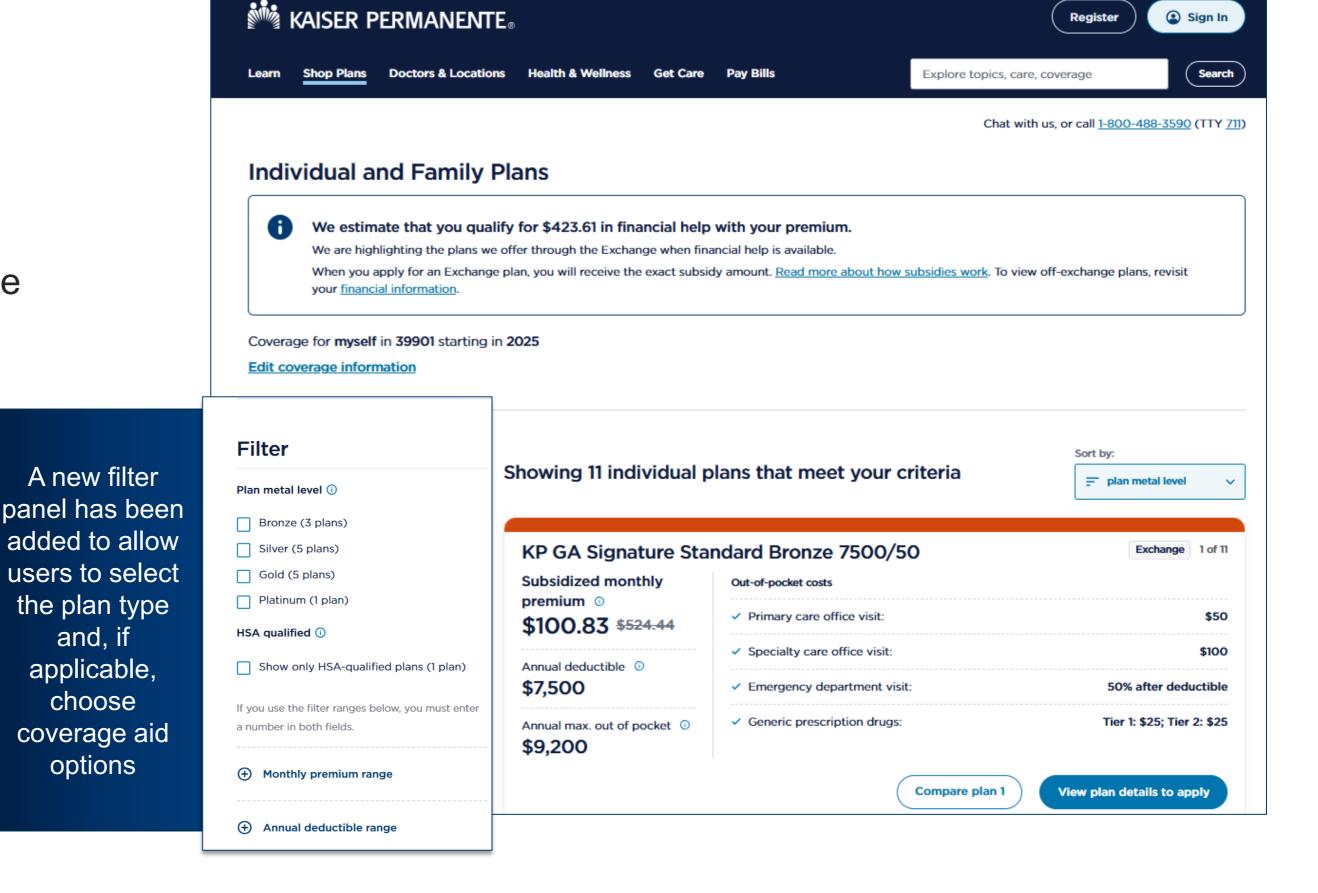


See if your client may qualify for a subsidy* and get a quick quote



To submit an **Off-Exchange application**, you will need to use the <u>Kaiser Permanente Sign Me Up (SMU)</u> tool.





Compare Plans Page

^{*}Subsidies are granted to individual consumers by the FFM and the state-based exchanges to anyone who qualifies based on income level and who buys an On-Exchange plan (subsidies are not available off-exchange). KP, as well as all issuers, does not determine subsidy eligibility nor do we administer them.

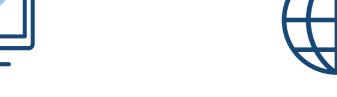
Sign Me Up (SMU) Sales Tool

The <u>Sign Me Up (SMU)</u> (kp.org/applyonline) sales tool is Kaiser Permanente's online application site for Off-Exchange KPIF applications where you can



Generate and

send quotes





Create a personalized URL (PURL)



Start an application for clients



Track application status

You must be a Kaiser Permanente appointed broker to <u>register</u> and use SMU.



Contact our <u>Broker Compensation</u> team to become appointed to sell with Kaiser Permanente.



You will need to register for a separate SMU account for each Kaiser Permanente region you are appointed to sell in.



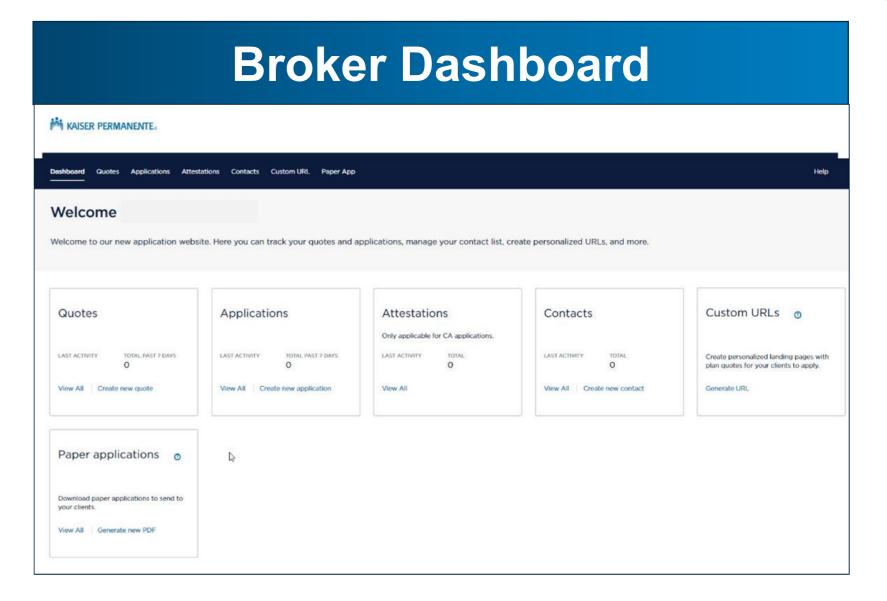
SMU automatically attaches your broker details (name, license number, state, and phone number) to electronic applications, making it easy to start an application for your client.

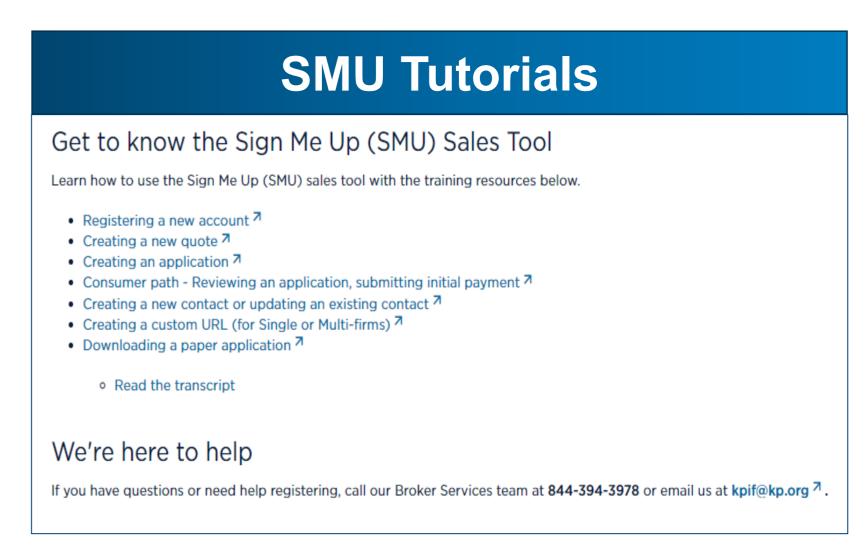


Electronic (fastest processing time): generate a personalized URL (PURL) that you can send to your client to complete the application with your broker details attached



Paper (slower processing time): download a paper application and fax or mail it back to KP.





Check out the SMU tutorials on the "Get Quotes and Apply for Coverage" page on Business.kp.org.



Business.kp.org Overview

Business.kp.org is Kaiser Permanente's broker and employer group website, where you can find:



Access to your broker portal



Applications, enrollment guides, SEP and other forms



Plan and product information, including rates and benefits



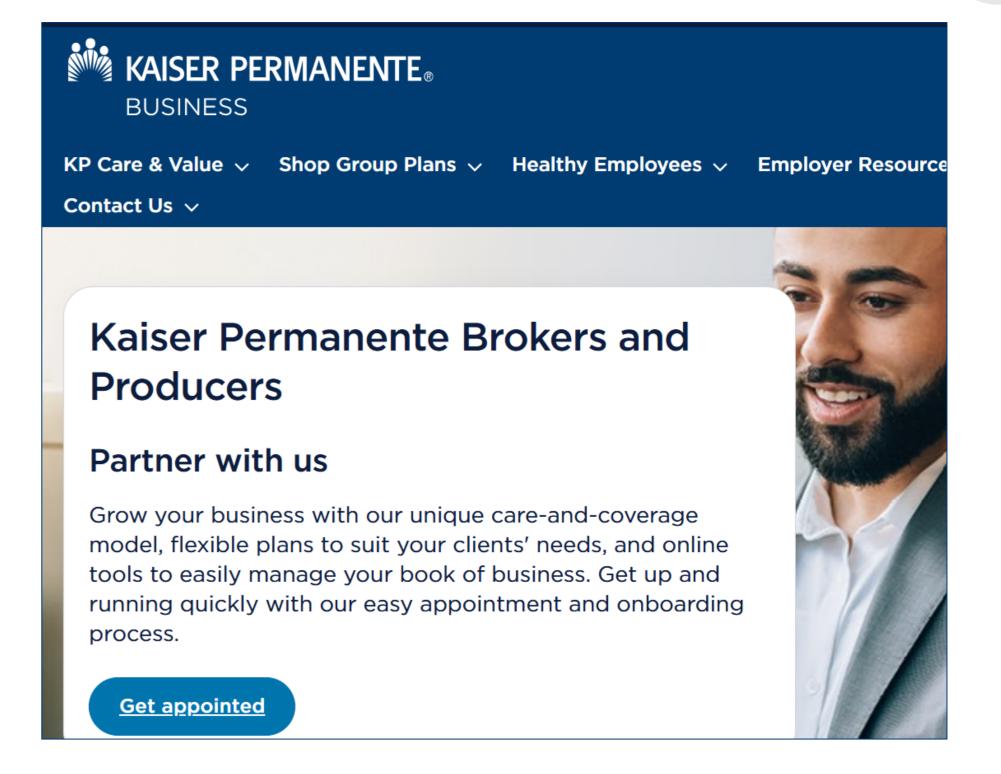
Compensation statements and information



Tools to support you in selling KPIF plans



Book of business for KPIF On and Off exchange applicants and members (available to most KPIF brokers).





If you're already appointed with Kaiser Permanente and interested in adding agents to your firm, contact **Broker Compensation Shared Service** at 844-394-3978.

Quick Tip! If you are not yet appointed to sell KP plans, visit Business.kp.org to learn how to get appointed.



Book of Business Tool



Our broker book of business tool helps you support your KPIF clients via business.kp.org.

How to access



Log into your account: business.kp.org



Click on View all Book of Business.



Available in CA, CO, GA, HI, MAS, NW



Provides real-time data updates.



You must have a secured account on business.kp.org.



The principal agent must acknowledge the BAA to access the book of business.

Tool Features

Applicants

- KPIF pending and canceled On and Off exchange applications.
- Search and filters to easily locate specific applications.
- Downloadable data in CSV format, easily used with excel.

Members

- KPIF active and terminated On and Off exchange clients.
- Search and filters to easily locate specific clients.
- Client coverage and demographic information by selecting Coverage Summary from the action menu.
- Premium billing information and BUID by selecting Premium Billing Summary from the action menu.
- Downloadable data in CSV format, easily used with excel.



System questions or issues: Email: csc-sd-cas-web-support@kp.org | Phone: 866-575-3562 | General application or billing questions: Email: kpif@kp.org | Phone: 1-844-394-3978 (Option 1)





2026 KPIF Georgia Plan Changes



WHAT'S NEW

WHAT'S BEING DISCONTINUED

- KP GA Gold HMO \$0 \$25
- KP GA Signature Gold HMO \$0 \$25
- KP GA Gold HMO \$4000 \$25
- KP GA Signature Gold HMO \$4000 \$25
- KP GA Signature Gold HMO \$3500 \$0 HSA
- KP GA Gold HMO \$3500 \$0 HSA

- KP GA Signature Silver HMO \$4000 \$0 HSA
- KP GA Silver HMO \$4000 \$0 HSA
- KP GA Signature Silver HMO \$5000 \$0 HSA
- KP GA Silver HMO \$5000 \$0 HSA
- KP GA Signature Silver HMO \$6500 \$60
- KP GA Silver HMO \$6500 \$60

No discontinued plans

WHAT'S CHANGING

 Beginning January 1, 2026, members' portion of the cost for clinically administered medications, such as an injection in an office visit or infusion at an infusion center, will change from \$0 to 20% coinsurance.

2025 plan name	2026 plan name
KP GA Sig Gold 500 Ded/500 Rx Ded	KP GA Sig Gold 500 \$20
KP GA Sig Gold 1000 Ded/500 Rx Ded	KP GA Sig Gold 1000 \$20
KP GA Sig Standard Gold 1500/30	KP GA Sig Gold 1500 \$30
KP GA Sig Gold 2000 Ded/500 Rx Ded	KP GA Sig Gold 2000 \$20
KP GA Sig Silver 3400 Ded/500 Rx Ded	KP GA Sig Silver 3500 \$30
KP GA Sig Virtual Complete 5000	KP GA Sig 5000 \$40 Virtual Complete
KP GA Sig Silver Virtual Complete 5500	KP GA Sig Silver 5500 \$50 Virtual Complete
KP GA Sig Standard Silver 5000/40	KP GA Sig Silver 6000 \$50
KP GA Sig Virtual Complete 5500	KP GA Sig 5500 \$60 Virtual Complete
KP GA Sig Catastrophic 10150	KP GA Sig Catastrophic \$10600 \$0



Georgia Individual & Family (KPIF) 2026 Portfolio



	Plan name (may not reflect the marketing plan names)	Exchange	
		On	Off
Silver	KP GA Sig Silver 3500 \$30	X	X
	KP GA Sig Silver \$4500 \$35	X	X
	KP GA Sig 5000 \$40 Virtual Complete	X	X
	KP GA Sig Silver 5500 \$50 Virtual Complete		X
	KP GA Sig Silver 6000 \$50	X	X
	KP GA Sig Silver 6500 \$60*		X
	KP GA Sig Silver 4000 \$0 HSA*		X
	KP GA Sig Silver 5000 \$0 HSA*		X

Only signature plans are reflected but all plans have both signature and non-signature

	Plan name (AV) (may not reflect the marketing plan names)	Exchange	
		On	Off
Gold	KP GA Sig Gold 0 \$25*		X
	KP GA Sig Gold 500 \$20	X	X
	KP GA Sig Gold 1000 \$20	X	X
	KP GA Sig Gold 1500 \$30	X	X
	KP GA Sig Gold 2000 \$20	X	X
	KP GA Sig Gold 4000 \$25*		X
	KP GA Sig Gold 3500-\$0 HSA*		X
Bronze	KP GA Sig 5500 \$60 Virtual Complete	X	X
	KP GA Sig Bronze 6500/40% HSA	X	X
	KP GA Sig Bronze 7500 \$50	X	X
Catastrophic	KP GA Sig Catastrophic \$10600 \$0	X	X

Orange font with asterisks (*) = new plan



Vision Benefits in Georgia





Pediatric Vision is offered in all On and Off-Exchange plans



Adult vision is offered in most On and Off-Exchange plans



1 anual routine visit



\$0 for **1** pair of frames or contact lenses per calendar year.

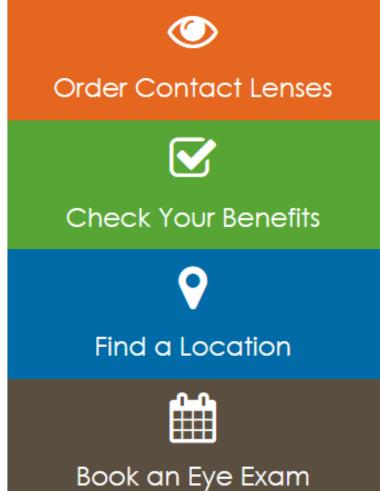


Included: 1 annual routine visit











Pediatric Dental Services in Georgia





Pediatric dental is offered in all Off-Exchange plans for those ages 18 and younger.



Pediatric dental services are provided by **Delta Dental Insurance Company**. Call 1-800-929-2309 or visit <u>deltadentalins.com</u> for more information..



If you currently have pediatric dental coverage through a stand-alone plan, you are no longer required to keep it.



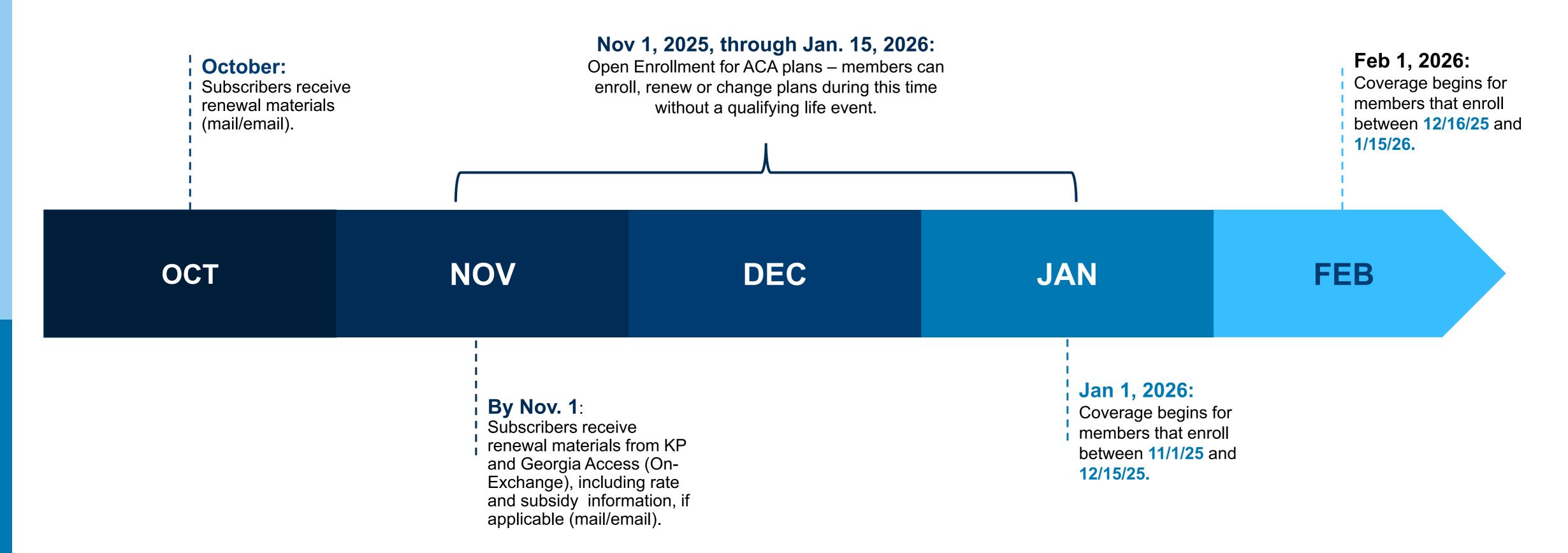
Preventative Services are covered at 100% after deductible on the KP GA Signature Catastrophic \$10600 \$0 and the KP GA Catastrophic \$10600 \$0 plans

Preventive Services	100%
Basic Services	50% after deductible
Major Services	50% after deductible
Orthodontic Benefits (Medically Necessary)	50% after deductible



Open Enrollment and Renewals Timeline





- SEP effective dates are determined based on the qualifying life event. Visit kp.org/specialenrollment for details.
- Renewals are sent only to subscribers, starting in early-October. Review your Book of Business by visiting <u>business.kp.org</u>.
- Existing members can sign up to receive renewal materials electronically by visiting kp.org/paperlessrenewals
- If member ages off the 2025 KP GA Catastrophic \$10600 they will be renewed into the KP GA Bronze HMO \$5500 \$60 Virtual Complete or GA Signature Bronze HMO \$5500 \$60 Virtual Complete.



Enrollment, Plan Changes & Cancelling Coverage*



Submitting an application

- Applications can be faxed to: 1-855-355-5334.
- Applications can be submitted online using your <u>SMU</u> broker link.
- Applications can be mailed, but please note that the effective date is based on the received date.
- Estimated application processing time: 5-15 days**

Existing member plan changes

- On-Exchange members need to contact Georgia Access directly.
 Kaiser Permanente cannot process On-Exchange plan changes.
- Off-Exchange members can request plan changes using our paper Account Change Form.

Fax to: 1-855-355-5334

- Note: changes can be processed only if requested during the OE period or if member has a SEP qualifying event and provides documentation.
- Estimated processing time: 7 days**

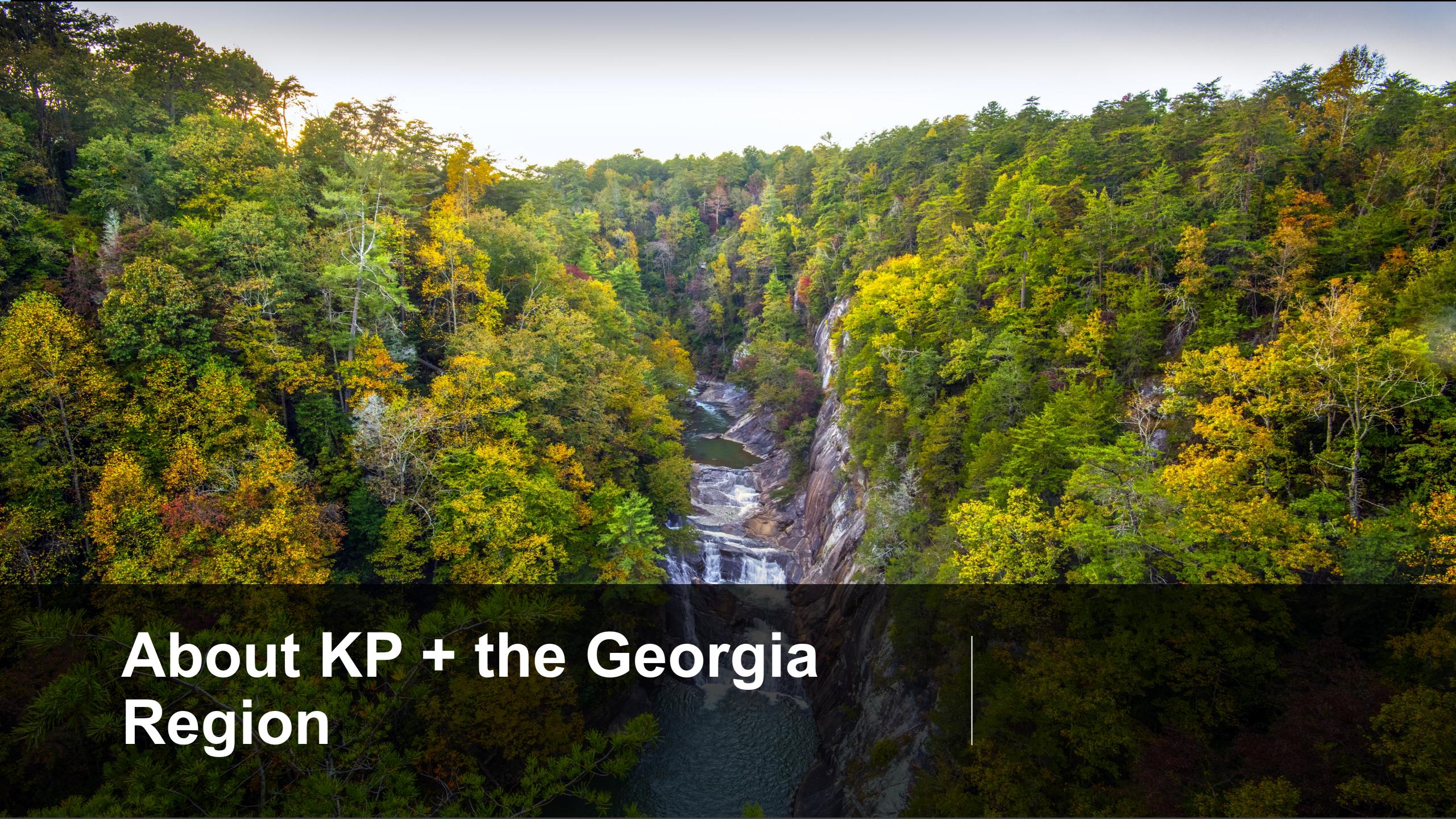
Terminating coverage

- On-Exchange members need to contact the exchange directly.
 Kaiser Permanente cannot process
 On-Exchange terminations.
- Off-Exchange members can ask to terminate their coverage by:
 - Calling Member Services at 1-888-865-5813 or
 - Faxing a written letter to Kaiser Permanente to 1-855-355-5334
- Estimated processing time: 7 days**



^{*}This applies to Off-Exchange plans only. With On-Exchange plans, members must contact Georgia Access for assistance.

**Applies to Off-Exchange only. As volumes rise, the processing time could take longer than normal.





When all your needs are handled under one plan, you get:

- Seamless in-person and virtual care
- 24/7 access to care wherever you are

- Support for your mental health and wellness
- High-quality preventive, primary, and specialty care





Seamless in-person and virtual care

Use the Kaiser Permanente app to manage your care wherever you are.



Get 24/7 virtual care.



Email your care team with nonurgent questions anytime.



View most lab results and doctor's notes.



Refill most prescriptions.



Schedule and check in for appointments.



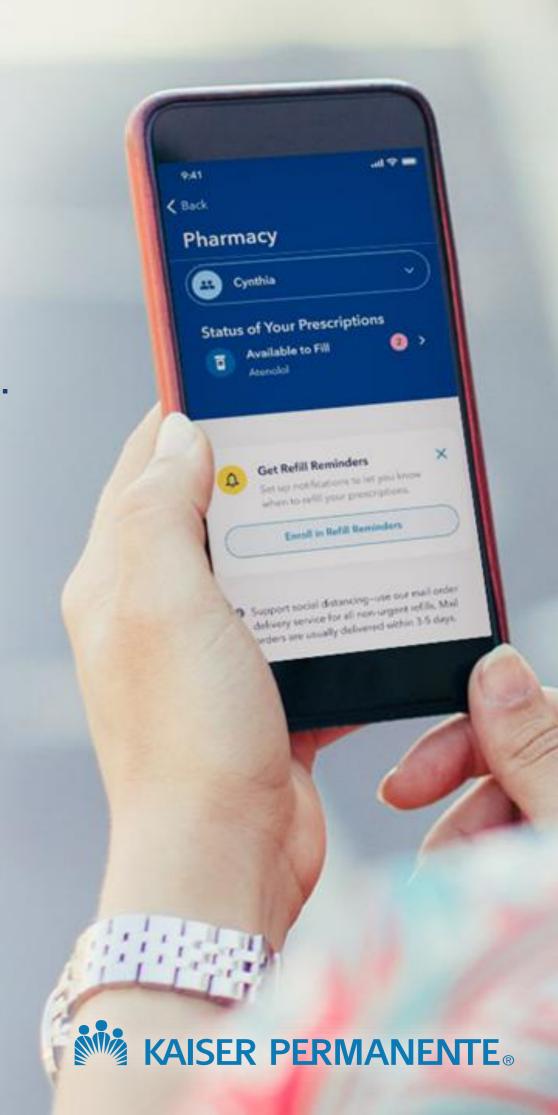
Pay bills and view statements.



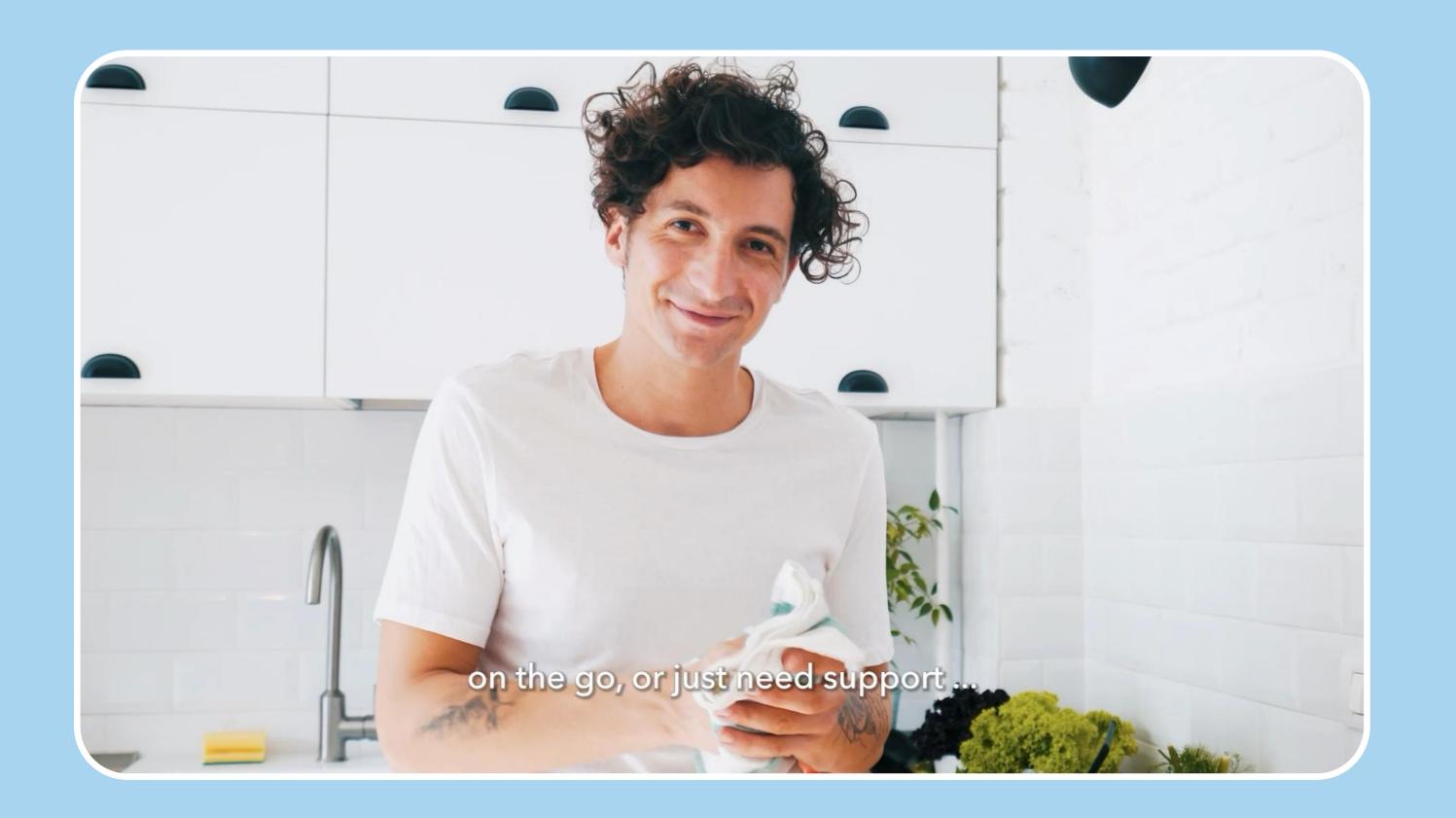
Find urgent care including 100 affiliated locations and our three KP locations with 24/7 advanced urgent care

We guide you every step of the way

Your electronic health record is available to you and your care team 24/7. Your care team guides you through appointments and referrals, and lets you know when to schedule checkups and tests.







When getting care is as easy as using an app

With Kaiser Permanente, 24/7 virtual care and mental health support are just a tap away.



Watch the video at kp.org/choosekp.



Health care that moves with you



In-person care close to home

- A national network of locations, doctors, and specialists
- Timely primary care appointments and lab results



Mail-order pharmacy

- One-tap refills and automated reminders
- Same-day pickup and delivery for most prescriptions^{1,2}



Care while traveling

- Coverage for urgent and emergency care anywhere in the world
- 24/7 care by phone or online across the U.S.³

1. Not all prescriptions can be mailed, restrictions may apply. Please check with your local pharmacy. 2. Same-day and next-day prescription delivery services may be available for an additional fee. These services aren't covered under your health plan benefits and may be limited to specific prescription drugs, pharmacies, and areas. Order cutoff times and delivery days may vary by pharmacy location. Kaiser Permanente isn't responsible for delivery delays by mail carriers. Kaiser Permanente may discontinue same-day and next-day prescription delivery services at any time without notice and other restrictions may apply. Medi-Cal and Medicaid beneficiaries should ask their pharmacy for more information about prescription delivery. 3. When appropriate and available. If you travel out of state, phone appointments and video visits may not be available in select states due to licensing laws. Laws differ by state.



Support for your mind and body



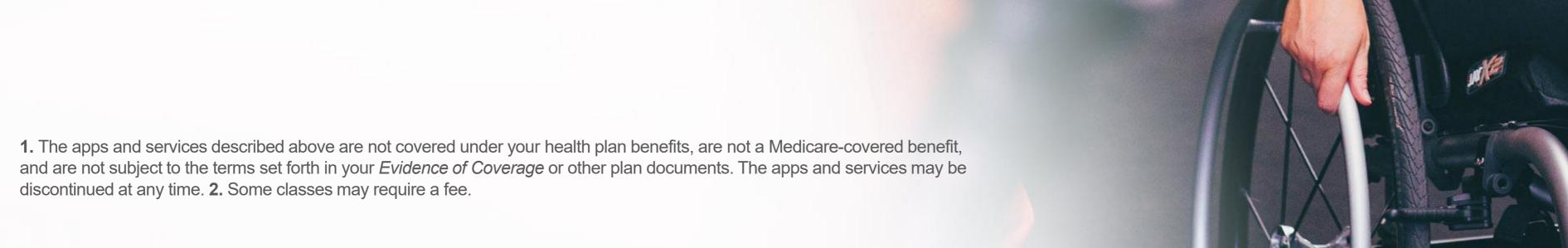
For your mental and emotional health

- Access to licensed therapists,
 self-care apps,¹ and wellness coaching
- 24/7 emotional support



For your physical fitness and lifestyle

- In-person and online health classes²
- Wellness coaching by phone







Care that's world class

With most of our plans, you get a wide range of preventive care at no extra cost. If you need specialty care — for maternity, cancer, heart health, or anything else — you have access to cutting-edge technology and the latest evidence-based care.

You can also change your doctor at any time, so you always have a health partner you know and trust.

Kaiser Permanente members are:

33%

more likely to survive heart disease*

20%

less likely to die early of cancer*



^{*}Elizabeth A. McGlynn, PhD, et al., "Measuring Premature Mortality Among Kaiser Permanente Members Compared to the Community," Kaiser Permanente, July 20, 2022.

World-class maternity care

Expect great care when you're expecting



A dedicated prenatal care team



A personalized birth plan



Care and support every step of the way



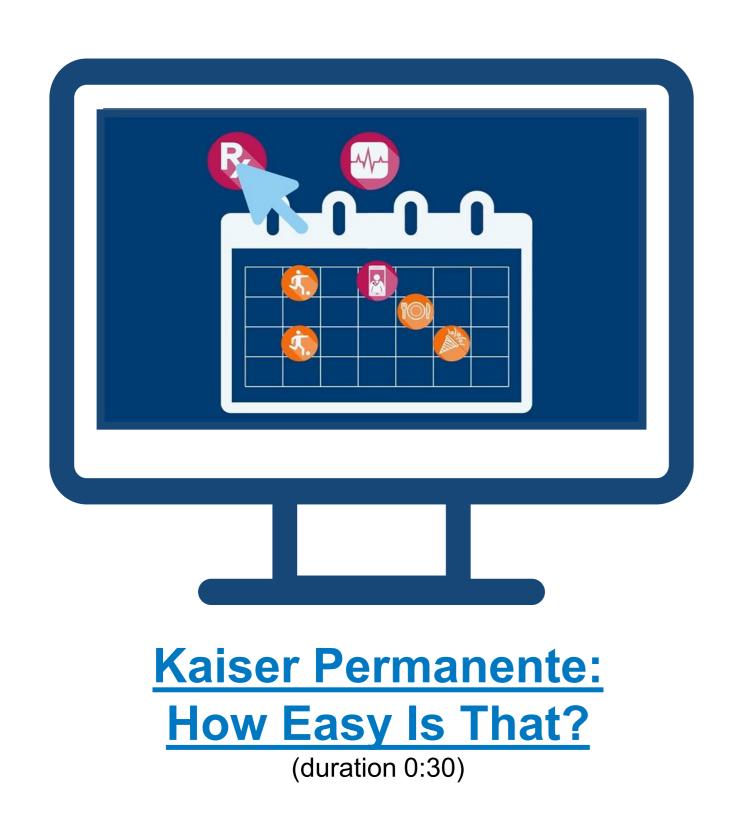
Support that doesn't stop at delivery

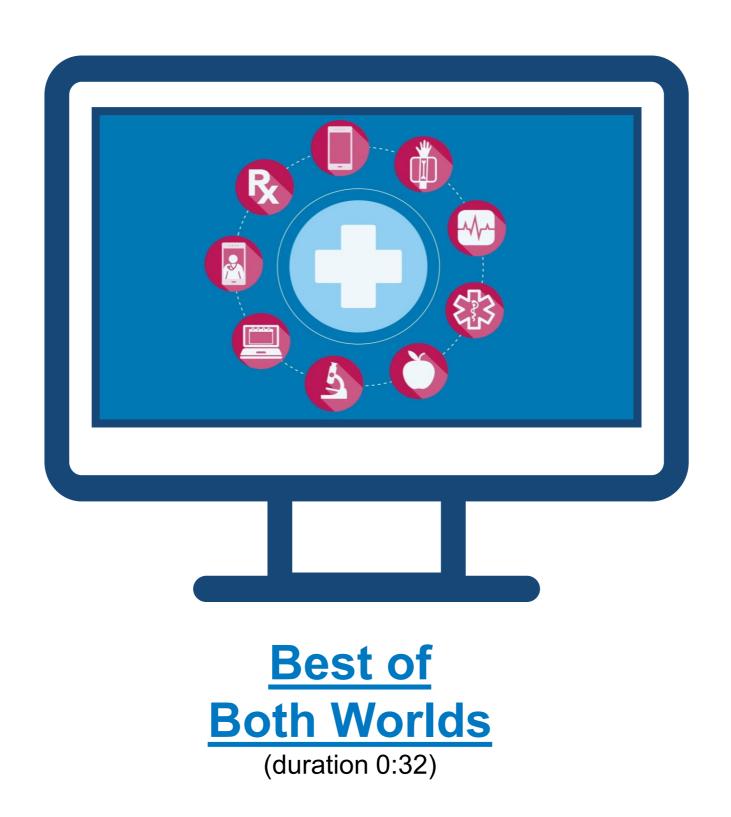


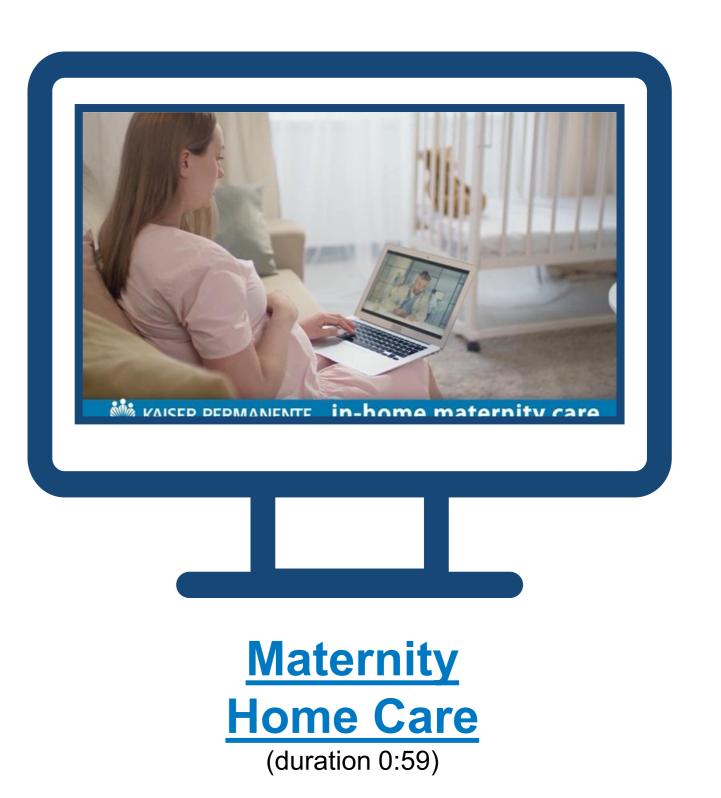
Experience the Kaiser Permanente Difference



Explore the videos below to learn more about what makes Kaiser Permanente unique and how our integrated model results in a better care experience for our members and your clients.







Try the kp.org member experience <u>demo here.</u>
Learn more about the Kaiser Permanente for your clients <u>here.</u>



KP's Guided Member Welcome Experience



Guided Member Welcome (GMW) is a digital self-service onboarding experience designed to guide members to confidently register and utilize our system. This experience guides members through essential tasks such as creating an account, updating contact information, reviewing their benefits, choosing a primary care physician and transferring medications.



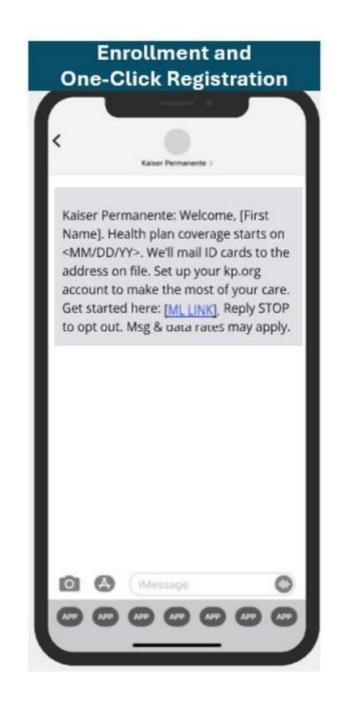
One Click Registration The reimagined experience provides a simple KP.org One-Click Registration process.



When can members register for their account? Members aged 18+ with a valid mobile number or email receive an enrollment message within 24–72 hours of enrollment.



Member access window Guided Member Welcome is available for 180 days (about 6 months) after the coverage start date.

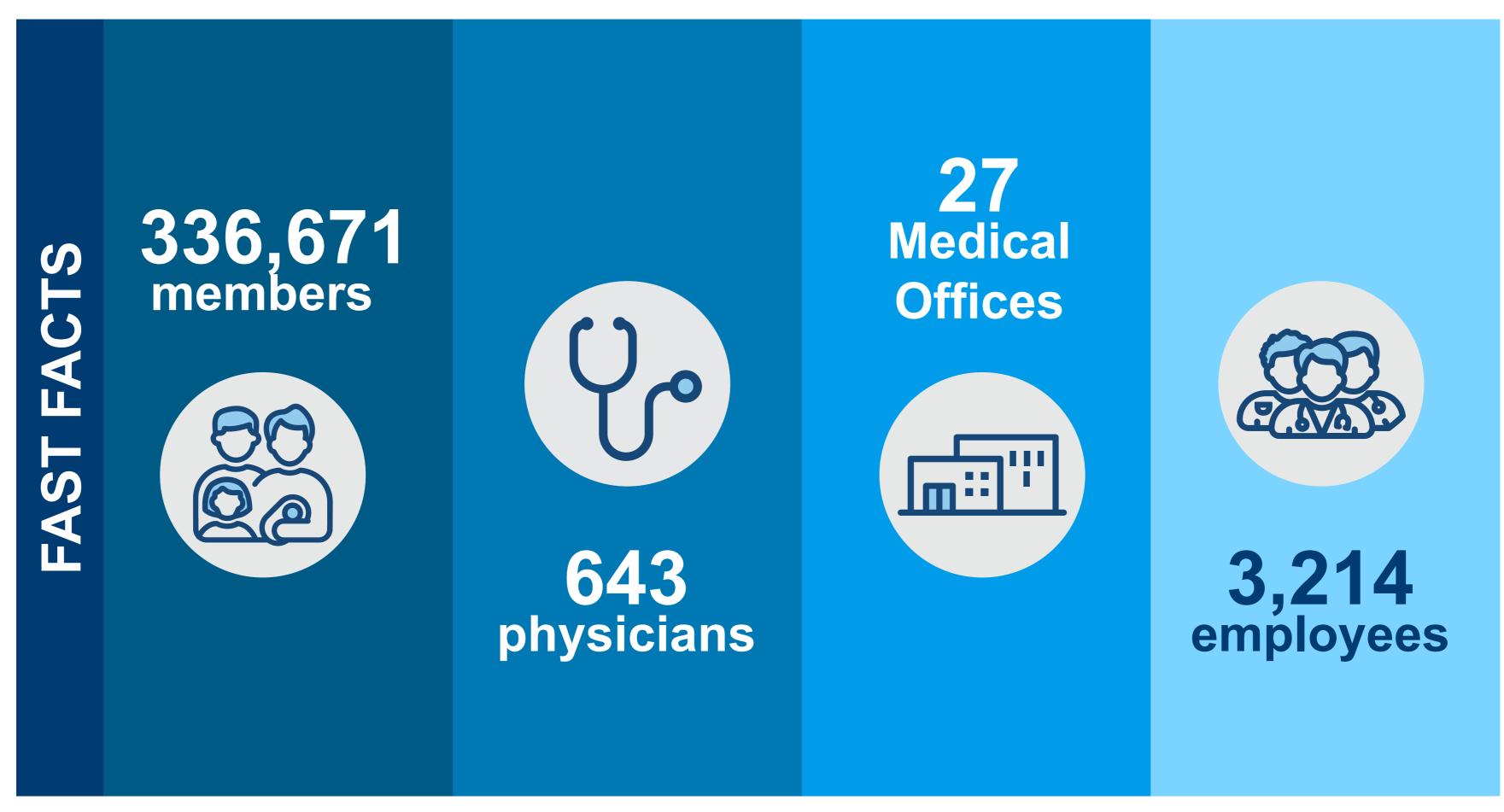






Georgia by the Numbers





Source: Fast Facts About Kaiser Permanente, Georgia. Retrieved September 05, 2025, from https://about.kaiserpermanente.org/who-we-are/fast-facts





Updates in Georgia





Top-rated health plan in Georgia

Of the 9 commercial health plans in Georgia rated by the National Committee for Quality Assurance, ours is the top-rated plan in the state.*

Cumberland Medical Center Renovation (Winter 2025)

Addition of new specialties:

- Cardiology, gastroenterology, orthopedics (August 2025)
- Ophthalmology & optometry (November 2025)

Learn more about Cumberland Medical Center renovations.

Fischer Crossings Medical Center (2026)

- New 2-story, 36,000 sq. ft. facility featuring state-of-the-art design
- Adult medicine, pediatrics, pharmacy and lab along with multiple specialty areas: ob-gyn, behavioral health, cardiology, orthopedics, podiatry, GI, dermatology, medical optometry & ophthalmology



Cumberland Medical Center



Fischer Crossings Medical Center



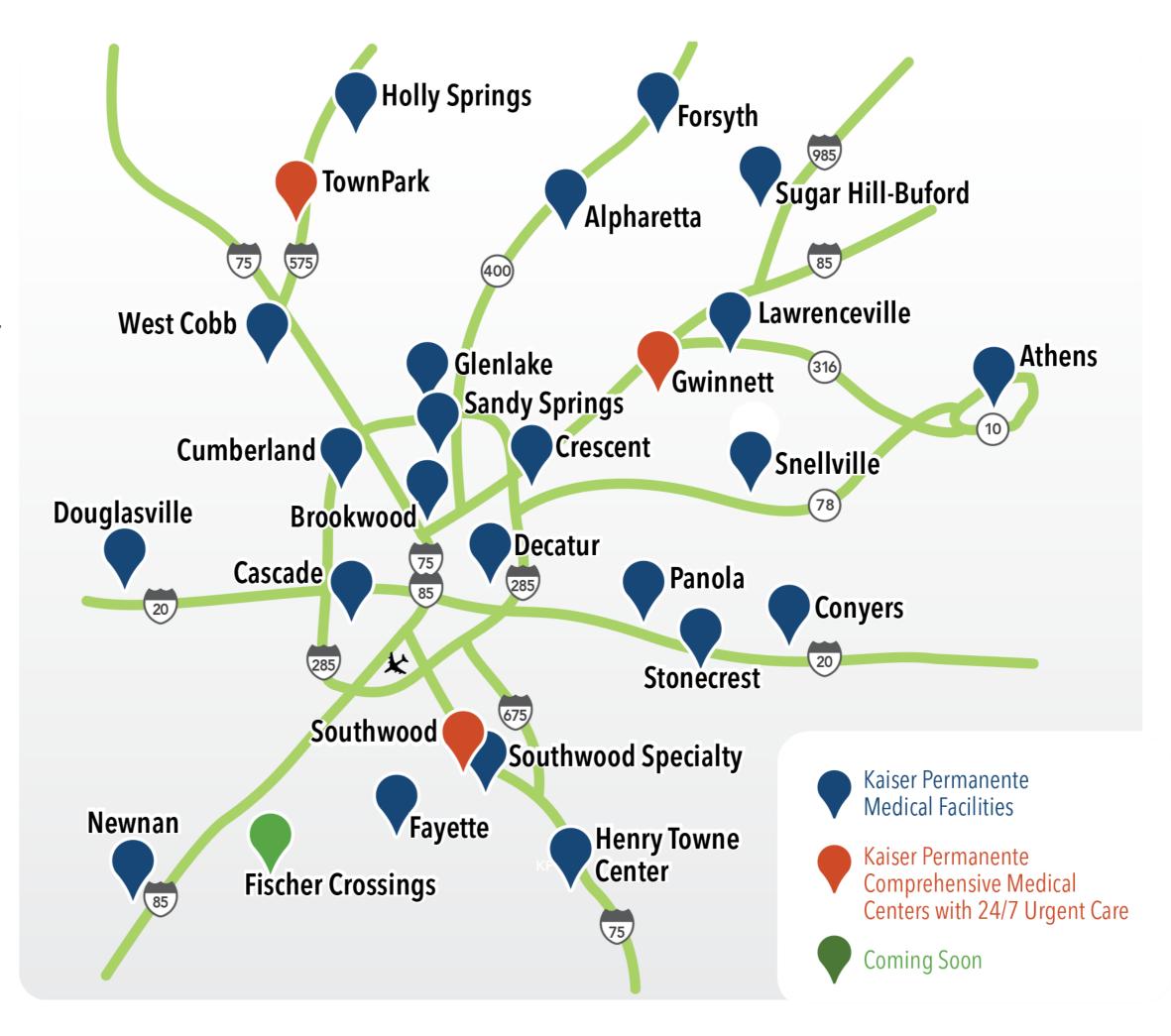


Convenient locations in Georgia

- Athens-Clarke
- Barrow
- Bartow
- Butts
- Carroll
- Cherokee
- Clayton
- Cobb
- Coweta
- Dawson

- DeKalb
- Douglas
- Fayette
- Forsyth
- Fulton
- Gwinnett
- Haralson
- Heard
- Henry
- Lamar

- Meriwether
- Newton
- Paulding
- Pickens
- Pike
- Rockdale
- Spalding
- Walton







Billing Information and Resources On and Off Exchange



Initial (binder) payment: Members can submit binder payments with the application or KP will mail a binder invoice.

If initial payment was not made with the application, subscriber can visit kp.org/payonline to make the initial payment.

Client is not a member until the binder payment • is received, processed, and enrollment is completed. Monthly premiums: Members can choose to set up autopay of monthly premiums when applying; otherwise, monthly premium payments can be made:



Online: kp.org/payonline

Need Billing Unit ID (BUID) to register and make payments; this can be found on the monthly invoice.



Phone: 1-877-699-7407



Mail*: Send check or money order to:

Kaiser Foundation Health Plan P.O. Box 7158 Pasadena, CA 91109-7158

Visit healthy.kp.org/support/pay-bills to learn more.



^{*}When mailing a payment, the payment received date will be used

Client / Member Requests



Requests that KP staff can process without written authorization from the client/member

- Application status
- Benefit information/clarification
- Claims status
- Deductible billing/payment/accumulation
- Enrollment issues
- Evidence of Coverage requests
- ID card requests
- KPIF On/Off-Exchange payment information
- Plan change education only
- Status of plan change request
- Premium and billing inquiries
- Provide member current effective dates

Please have ready your client (subscriber)'s full name, DOB, address, and MRN (optional); your broker ID; and mention that you are broker of record for the subscriber.

Requests that require written authorization from the client/member:

- Appointment information / PCP
- Claims payment
- Effective date change requests
- Letter requests for eligibility/benefit clarification/termination*
- Provide MRN
- Plan change request and processing*
- Reinstatement request

Members must submit signed "Account Change Form" to complete*:

- Demographic changes name and address changes
- Dependent additions / drops
- Combine accounts
- Change plans

Visit business.kp.org to find the Account Change Form*

Please have your client complete and sign the <u>HIPAA disclosure</u> <u>authorization</u> form on business.kp.org.



Broker Support Services





KPIF Telephone Support Solutions

1-844-394-3978



KPIF Online Self-Service Solutions

Option

(some inquiries may require subscriber authorization to release information or make a change)

Application, enrollment, plan status

Enrollment Status & Membership

- Billing inquiries
- Current plan & product information
- Member administration requests
- Evidence of Coverage & ID cards

Option

Compensation: California

- Broker Appointments
- Book of business reconciliation & compensation, transfers, reports
- Commission questions
- Broker of record transfers/changes

Option

Compensation: CO, GA, HI, NW, MAS

- Broker Appointments
- Book of business reconciliation & compensation, transfers, reports
- Commission questions
- Broker of record transfers/changes

Option

New Sales/Sales Support

- Plan, benefits, & rate questions
- Material requests
- Application submission questions
- SMU broker technical support

Broker Self-Service Website business.kp.org

- Plan and product information, including the latest rates and benefits
- Up-to-date forms and applications
- Compensation rates and contact information
- Relevant news and updates
- "Get Quotes and Apply for Coverage" page includes SMU tutorials

Online Quoting Tool buykp.org

- Compare On and Off-Exchange KPIF plans
- See if your client may be subsidy eligible
- Generate a quick quote

KPIF Sign Me Up – Resources/Tools kp.org/applyonline

- Generate a quote
- Create a personalized URL to send Off-Exchange applications to your clients
- Submit consumer applications for Off-Exchange plans
- Track applications



