

REQUEST FOR PROPOSALS FOR BROKER ACADEMY MENTOR PROGRAM

Addendum No. 1 – Questions and Answers

MAY 30, 2022

	Question	Answer
1.	What is the compensation rate and maximum that mentors can earn in the Broker Academy program?	There is no set compensation rate specific to the Broker Academy Mentor Program. Brokers serving as Mentors will continue to earn the commissions offered by the insurance carriers for policies written.
2.	I was wondering if there are any grants available to help get the business off the ground?	Access Health CT currently has no grant funding to give to agency owners that choose to serve as Mentors for student broker graduates of the Broker Academy.
3.	Please advise what the compensation is, if any, to be a mentor?	There is currently no compensation offered through Access Health CT for Brokers who choose to serve as Mentors.
4.	Do we get overrides on these trainees' business?	For the 3-month duration of the Mentor Program, any policy the trainees write will be in the Mentor's name.
5.	Does Appendix A need to be initialed in the box (page 14) and included with the submission?	No, the box in Appendix A to the Independent Contractor Agreement (the "Agreement") does not have to be checked at this time. The Agreement was provided so that potential Respondents understand the terms that will be in the final Agreement. You should review the Agreement making sure to note in your Proposal those provisions that you cannot agree to or would like to revise.
6.	Does Appendix A Independent Contractor Agreement need to be signed and returned with the proposal? (Who fills in the blanks)	No, the Independent Contractor Agreement (the "Agreement") attached to the RFP as Appendix A does not need to be signed and returned with your Proposal. The Agreement was provided so that potential Respondents understand the terms that will be in the final Agreement. You should review the Agreement making sure to note in your Proposal those provisions that you cannot agree to or would like to revise.
7.	Is there a blank Mentor Training Calendar Template we can use? if so, where can we find it?	Yes, the blank calendar template will be posted along with this document.
8.	Under number III – Contents of Proposal - #5 What is Ethics Form 1?	The reference to Ethics Form 1 should have been omitted from the RFP as it is inapplicable for this RFP. Please disregard the reference to Ethics Form 1.
9.	Under number III – Contents of Proposal - #6 Offer of Gratuities Certification? Do we just need to state on a separate page of the proposal that: "No elected or appointed official or employee of the	Correct. The Offer of Gratuities certification can be stated in your Cover Letter.

	State of CT or the Exchange has or will benefit financially or materially from said Contract.	
10.	Will the mentors be expected to pay the student brokers, or will the student brokers be paid by Access Health CT or another organization, during the training period?	There is no expectation that the Mentors will compensate students during the official 3-month Mentor Program period.
11.	Will the mentors have the ability to hire the student brokers if desired?	Yes! Mentors are certainly free to hire the students if they choose. There is no need to wait for the end of the 3-month Mentor Program to make offers to the students.
12.	Will AHCT be hiring these student brokers before, during or after the training program?	No, Access Health CT will not hire student brokers before or during the Mentor Program. It should also be noted that Access Health CT currently does not currently employ licensed producers providing in-house brokerage services to AHCT. Upon the conclusion of the Program, these prospective candidates will not receive preferential treatment if they choose to apply for open positions with Access Health CT.
13.	Will Faneuil be hiring these student brokers before, during or after the training program?	Access Health CT is not partnering with Faneuil to hire student brokers before or during the Mentoring Program. Upon the conclusion of the Program, Faneuil is free to hire qualified applicants.
14.	Will any other organization be hiring these student brokers before, during or after the training program?	Access Health CT has not arranged for any third-party organization to hire students before, during or after the Mentor Program. One of the goals of the Mentor Program is to train student brokers so that they will be good candidates for Mentor Brokers to hire upon the conclusion of the Mentor Program. However, students are free to accept employment wherever they choose.
15.	Can AHCT create an agency hierarchy level in the broker portal, in which individual brokers could be under an agency?	This question is beyond the scope of this RFP.
16.	Will AHCT have a leads program to help generate new business to these new brokers?	At this time, AHCT has not determined whether it will create a leads program to help generate new business for the new broker graduates of the Broker Academy Program.
17.	Will the new brokers have opportunities to work at enrollment fairs and enrollments centers? i.e., New Opportunities in Waterbury, CT.	Yes, the new brokers will have the same opportunities as the rest of the broker community.
18.	Will AHCT or another organization establish additional enrollment fairs and/or enrollments centers which these new brokers would be allowed to work?	AHCT will not schedule additional enrollment fairs or set up additional enrollment centers, but they will be able to sign up for all enrollments fairs/locations. The new brokers will also be able to work with our Navigators.
19.	Will AHCT have a contact person for the mentors should they any issues or concerns?	Yes. This information will be communicated at the start of the Broker Academy Program.
20.	Will the student brokers be getting their health and life license or just health?	Students will be expected to get their health and life licenses

21.	Will the student brokers be taking the same licensing test at a Prometric's facility that all other brokers would take or will they have a different testing site and/or different type of licensing test?	Yes, student brokers will take the same licensing test through Prometric that all other brokers would take.
22.	What are the major components of the Broker Academy?	The three-day in-class training session, followed by obtaining state licensure, followed by the 3-month mentorship program.
23.	Are we limited in the scope of what we can teach or ask of our trainees?	The trainees will be able to conduct any business that is permissible under her/his license. We welcome mentors that will expand the knowledge base of the students.
24.	Do brokers have to already be certified with Access Health CT to serve as a mentor?	No, brokers do not have to currently be certified with Access Health CT to serve as a mentor, but we invite mentors to be certified through Access Health CT to build their books of business and better serve the residents of Connecticut.