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Beautiful Nevis, West Indies Awaits Qualified Brokers in 2008



More than 500 years ago Christopher Columbus first set foot on the beautiful beaches now known as the West Indies. Now it's your chance to uncover a little known wonder in the Caribbean: Nevis, sister island to St. Kitts in the tradewind-kissed Leeward Islands when you qualify for the 2008 GIS/USABLE Incentive Trip.

The Four Seasons resort will offer you the opportunity to bask in near-perfect weather, steps from the silken sand. Stretch out in comfort, from spacious guest rooms and suites to exclusive villa and estate home accommodations. Find tranquility in the award-winning spa. Or play golf amidst the dramatic views of one of the world's most scenic courses. This unspoiled island offers visitors the opportunity to enjoy the Caribbean, as it should be.

Just \$100,000 in annualized GIS/USABLE production in 2007 stands between you and a guest relaxing amid the swaying palm trees and calming beaches of the Caribbean.

GIS and Companion Life Invite You to the Great American West

Purple mountain majesties of the Grand Tetons, beautiful clear waters and outdoor adventure are all within reach at the 2008 GIS/Companion Life trip to Jackson Hole, Wyoming. You and a guest will experience wide-open spaces of the Great American West with \$125,000 of production in 2007.

Spend your days exploring a locale so amazing, it inspired the creation of the world's first National Park in 1872. Bordered by the Grand Teton National Park and Yellowstone National Park, Jackson Hole has been attracting summer visitors for more than 10,000 years! Abundant wildlife brought Native American tribes, European fur traders and wealthy easterners looking for the ultimate hunt. Traces of their influence can still be seen in the valley today. While in Jackson Hole, you can experience the authentic flavor of the West without giving up any modern luxury.

In Jackson Hole, there are no boundaries, and the only schedule to think about is the one kept by Old Faithful in Yellowstone. You can make it happen in 2007.

GIS/USABLE 2007 Trip Winners to be California Dreamin' in Santa Barbara

The Four Seasons Resort, The Biltmore in Santa Barbara, Calif., awaits 11-hard working brokers from the following agencies who produced at least \$100,000 in new annualized USABLE Life premium effective in 2006: Strategic Employee Benefit Services; The HR Group; Benefits, Inc.; Athens Insurance Agency; Cambron Insurance; Lester Greene & McCord Insurance; Don Hinch & Associates; Thackston Agency; Allison, Sherrod, Owens & Siddons, Stivers Insurance Agency and John Mayes.

They will all enjoy the gracious hideaway between mountains and sea in the heart of "America's Riviera."

GIS Launches Work Site Broker Program

Group Insurance Services is offering a Work Site Broker Bonus Program for all brokers who produce \$300,000 annually on USABLE Voluntary Group and Individual Products. All brokers who produce above the \$300K level will receive a bonus on both first year and renewal year premiums. To qualify for the program, you must complete a credentialing process that includes product training and outlines processing requirements. In addition, the program has some rigid guidelines for enrollment involvement, administration and technology. For more information, please contact Cheryl Willoughby at (423) 535-5878.

GIS Broker Reference Books are Now Available

GIS Broker Reference Books are now available. These handy notebooks offer a quick reference guide and detail the many benefit options offered through Group Insurance Services. You may request a notebook through your GIS or BlueCross BlueShield of Tennessee representative.

GIS Announces Voluntary Dental and Vision Combination

Group Insurance Services is now offering two of its most requested voluntary items, Vision and Dental, in a great combination for your clients. A Voluntary Dental and Vision Care program offers your clients the ease of administration and zero cost through combined billing, while allowing your clients' employees the opportunity to purchase some of the most desired specialty benefits on the market at group rates. One bill, one rate and one administrator for your clients and a good network for their employees make this combination an easy choice for your clients.

Eligibility

All full-time employees (working a minimum of 20 hours per week) are eligibility for plan. A minimum participation of five employees is required to implement the plan.

Plans and Options

Employers may choose between three dental plan designs combined with two vision care copay alternatives and two vision care benefit frequency options. This allows for maximum flexibility in designing a plan to fit employees needs. An employer may select only one plan for implementation. Employee options range from employee only coverage to full family coverage.

Put Your GIS Regional Sales Consultant to Work for You

In addition to the assistance provided by your BlueCross BlueShield of Tennessee account manager, GIS sales consultants are available for customer presentations, enrollment meetings and more with no reductions in commissions to you. **Call your account sales executive, account manager or your GIS sales consultant any time you need help. ■**

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