

# Memorandum



**To: All our Valued Clients**

**Re: The Consolidated Appropriations Act of 2021 ("CAA")**

**From: Kelli Caldwell, Broker**

The Consolidated Appropriations Act of 2021 requires brokers and consultants to set forth certain criteria with respect to disclosure to our clients of fully-insured and self-insured plans. Specifically, we are to let you know the services we do provide, as well as the expected compensation we anticipate receiving either at issue of a new group, or following renewal, of an existing group.

As licensed agents, we operate under Title 36 of the Insurance Code, The Oklahoma Producer Licensing Act, which is located in Title 36, Article 14a, Sections 1435.1 through 1435.41 in the Oklahoma Statutes. The services that require an individual to be licensed as an insurance producer are selling, soliciting, or negotiating insurance under 36 O.S. §§ [1435.2](#) and [1435.4](#). Additional information specific to group Life, Accident, and Health policies is found in Articles 40 (Life Insurance and Annuities), 41 (Group Life Insurance and Group Annuity Contracts), and 45 (Group and Blanket Accident and Health Insurance).

Through the Insurance Department, and our continuing education, we are held to a high level of ethics. We put our client's best interest first. We quote and carry out all our customer service duties with that thought in mind. Whether it is the issuance of a new group, or the renewal, we work hard to find the best rates, company and plan that works for your situation. We utilize state-of-the-art quoting software to ensure that we can offer you the best rates and plan, for your needs. Then, after the point of sale, and throughout the year, we are here to provide advice, and service along the way. We recently implemented Think HR (now Mineral, Inc.), an HR program, to provide assistance and service for all your HR needs. This is entirely FREE to your organization! If you have questions, need help in designing an HR handbook, want employee training and more—we offer this as an added benefit. This is because we value on-going service to our clients.

Our compensation is established by each carrier as a set percentage rate or a flat rate per employee enrolled. On occasion a carrier will pay a bonus based on non-client-specific criteria, such as performance or the size of our book of business. We generally do not know if, or when, a specific carrier will pay a bonus payment. We receive no indirect compensation.

If you have questions about this law, or notification, we are happy to respond, please contact our office!

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