

# Weekly Team Training - August 11

## [Hospital indemnity transition to accident indemnity @ 0:00](#)

Andrew announced that hospital indemnity coverage will end on August 31, 2025, and accident indemnity will begin on September 2, 2025. He explained that producers will need to work with existing hospital indemnity groups to transition them to the accident indemnity plan.

## [Wolution app updates @ 1:48](#)

Andrew provided updates on the Wolution app, noting that the web version is fully functional but the mobile app is still awaiting approval from Apple. He said that once the app is available, producers with active cases will be able to get a courtesy account to access it. He also clarified that the web version includes all Wolution features except for facial scans.

## [Strategies for generating Capstone business @ 6:38](#)

The group discussed strategies for getting in front of business owners and booking appointments, especially as group health renewals approach in Q4. They emphasized the importance of understanding the client's payroll system and processes to make the implementation as smooth as possible. The group also explored the potential to partner with payroll companies to assist smaller businesses.

## [Census data requirements @ 33:14](#)

The group discussed the census data required for the Capstone program, noting that while some sensitive information like social security numbers may be omitted initially, it will be needed for implementation. They recommended having clients provide the data in a spreadsheet or CSV format rather than a PDF to make it easier to work with.

## [Upcoming training schedule @ 37:33](#)

Andrew reviewed the upcoming training schedule, noting that next Monday will feature a demo of the Wolution app, and the next two Wednesdays will focus on the Capstone Choice program and the transition to accident indemnity.