

Weekly Team Training - December 08

[Century Premier - Fully Insured Option @ 0:00](#)

Andrew provided an overview of the Century Premier product, which is a fully insured health plan option available in 37 states. The key benefits are that it provides the same coverage as other Capstone/Kingston plans, but with the added security of being fully insured by a highly-rated carrier. This can be helpful for larger groups that may have legal or security concerns with level-funded plans.

[Streamlining the Quoting Process @ 16:00](#)

Andrew shared that GP is working on an enhancement to the quoting process, where brokers will be able to simply upload payroll reports rather than collecting census data. This will allow for faster turnaround of quotes and proposals, improving the sales process.

[Upcoming Holiday Schedule @ 22:15](#)

The team discussed the upcoming holiday schedule, noting that there will likely be no meetings the week of Christmas, and activity may slow down in late December/early January as businesses wrap up the year. However, the group was encouraged to continue prospecting and preparing for a strong start to 2026.

[Motivational Insights from AI @ 25:24](#)

AI provided some motivational insights, encouraging the group to reflect on their goals for the new year and make a plan to achieve them. He emphasized the importance of commitment, leadership, and expanding one's network to drive success. AI also shared a personal story about reconnecting with a client and helping them access their policy's living benefits, highlighting the impact the team can have.

Action Items

- Review Wellness HQ recordings to catch up on Horizon series - [WATCH \(5 secs\)](#)
- Find and download 1-page marketing piece from GP portal - [WATCH \(5 secs\)](#)