# Sales Certification Series Study Guide





**Agent Annual Training** 

2019-20

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# 2019-20 Agent Annual Training

# 1. Introduction

# **1.1 Privacy and Security Awareness**



# Narration:

Welcome to the training course Privacy and Security Awareness.

This course will last approximately 40 minutes.

# 1.2 Background



#### Narration:

There are categories of sensitive, confidential information that need to be protected under the law. Protecting consumer information is a critical component of your role working on behalf of Covered California.

There are penalties for failure to protect confidentiality. In this course, we will cover those, as well as important steps you'll need to take to keep sensitive information safe.

# 1.3 Objectives



#### Narration:

In this course we will go over the following topics:

- Define Personally Identifiable Information (PII) and understand its appropriate use.
- Identify applicable Covered California policies and procedures
- Know how to protect confidential information
- Understand Privacy and Security incidents and how to report them.

# 2. Personably Identifiable Information

# 2.1 Personally Identifiable Information



# Narration:

Personally Identifiable Information (PII)

# 2.2 What is PII?

What is Personally Identifiable Inf Any information that identifies or des or when combined with other inform	scribes an individual either by itself	
Common Examples of PII		
Full Name	Birthplace	
Email Address	Vehicle License Number	
Credit Card Numbers	Country, State, Zip Code, City of Residence	
Name of School Attended	Workplace	
Live Scan ATI Number	Social Security Number	
Biometric Records, Photos, Fingerprints	National Identification Number	
Driver's License Number	Age	
Grades, Salary or Job Position	Date of Birth	
Mother's Maiden Name	Covered CA Account or Case Numbers	

# Narration:

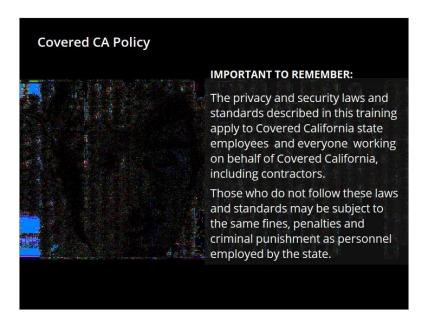
Personally Identifiable Information, or PII, is any information that identifies or describes an individual

either by itself or when combined with other information.

Some examples of information that may be considered PII include:

- Full name
- Birthplace
- Email address
- Social Security Number,
- Covered California account numbers or case numbers

# 2.3 Covered CA Policy



#### Narration:

The privacy and security laws and standards described in this training apply to Covered California state employees and everyone working on behalf of Covered California, including contractors.

Those who do not follow these laws and standards may be subject to the same fines, penalties and criminal punishment as personnel employed by the state.

# 2.4 Principles

# **Federal Principles**

The Affordable Care Act Regulations governing privacy and security require Covered California to establish and implement privacy and security-related standards based upon the following principles:

**Individual Access:** Consumers should be provided with a simple and timely way to access and obtain their PII in a readable form and format.

**Correction:** Consumers should be provided with a timely way to dispute the accuracy or integrity of their PII, to correct erroneous information and the opportunity to have a dispute documented if their requests are denied.

**Openness and transparency:** There should be openness and transparency about policies, procedures and technologies that directly affect consumers and their PII.

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# **Federal Principles**

The Affordable Care Act Regulations governing privacy and security require Covered California to establish and implement privacy and security-related standards based upon the following principles:

**Individual Choice:** Consumers should be provided a reasonable opportunity and the capability to make informed decisions about the creation, collection, use, and disclosure of their PII

**Collection, use and disclosure limitations:** PII should be created, collected, used, and disclosed only to the extent necessary to accomplish a specified purpose and never to discriminate inappropriately

**Data quality and integrity:** Persons and entities should ensure that PII is complete, accurate and up-to-date to the extent necessary for the person's or entity's intended purposes and has not been altered or destroyed in an unauthorized manner

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#### **Federal Principles**

The Affordable Care Act Regulations governing privacy and security require Covered California to establish and implement privacy and security-related standards based upon the following principles:

**Safeguards:** PII should be protected with operational, administrative, technical and physical safeguards to ensure its confidentiality, integrity and availability, and to prevent unauthorized or inappropriate access, use or disclosure

**Accountability:** These principles should be implemented and adhered to through stringent monitoring. Other means and methods should be in place to report and mitigate non-adherence and breaches

**Safeguards** - PII should be protected with operational, administrative, technical and physical safeguards to ensure its confidentiality, integrity and availability, and to prevent unauthorized or inappropriate access, use or disclosure

**Accountability** - These principles should be implemented and adhered to through stringent monitoring. Other means and methods should be in place to report and mitigate non-adherence and breaches.

# 2.5 Consumer Privacy Rights



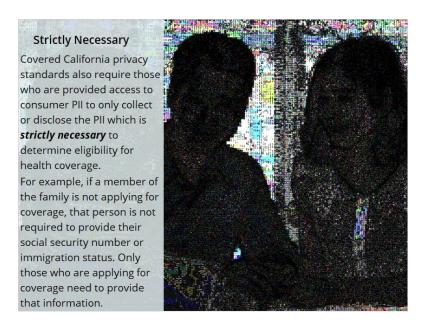
#### Narration:

Covered California has developed and implemented privacy-related standards based upon these principles to ensure that consumers have the following rights with regard to their PII:

- To inspect and obtain a copy of records containing their personal information
- To request correction of any records containing their personal information
- To request confidential communications, so that communications to the individual are sent to the address the individual chooses
- To request an accounting of disclosures, showing the date, nature, and purpose of disclosure of personal information to other entities
- To file a complaint directly with Covered California, alleging Covered California violated privacy rules

These requests can be made by the individual or their personal representative by following the instructions provided by Covered California within the Privacy Policy page of its website located at <a href="https://www.coveredca.com/privacy">www.coveredca.com/privacy</a>.

# 2.6 Strictly Necessary



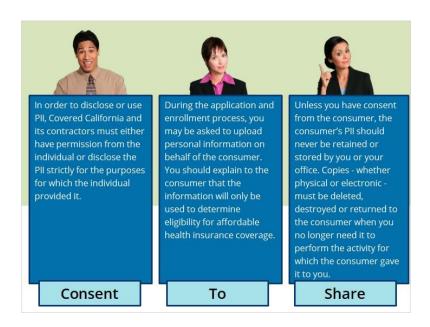
#### Narration:

Covered California privacy standards also require those who are provided access to consumer PII to only collect or disclose the PII which is *strictly necessary* to determine eligibility for health coverage.

For example, if a member of the family is not applying for coverage, that person is not required to provide their social security number or immigration status. Only

those who are applying for coverage need to provide that information.

# 2.7 Consent to Share



#### Narration:

In order to disclose or use PII, Covered California and its contractors must either have permission from the individual or disclose the PII strictly for the purposes for which the individual provided it.

During the application and enrollment process, you may be asked to upload personal information on behalf of the consumer. You should explain to the consumer that the information will only be used to determine eligibility for affordable health insurance coverage.

Unless you have consent from the consumer, the consumer's PII should never be retained or stored by you or your office. Copies - whether physical or electronic - must be deleted, destroyed or returned to the consumer when you no longer need it to perform the activity for which the consumer gave it to you.

# 2.8 Violations of Covered California Privacy and Security Standards

#### Violations of Covered California Privacy and Security Standards

Covered California privacy and security standards are designed to prevent the unauthorized disclosure or use of consumer PII and to protect the integrity of any such consumer PII by preventing unauthorized users from modifying or destroying it without the consumer's consent.

Third-party contractors, such as navigators and agents, who acquire access to consumer PII through the Exchange are required by contract to abide by Covered California privacy and security standards and policies. Those who fail to abide by any such standards or policies may be subject to contract termination.



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# 2.9 Violations of Privacy-Related Laws

#### Violations of Privacy-Related Laws

Compliance with applicable privacy and security-related laws pertaining to consumer PII is required of all contractors who participate in the Exchange.

In addition to potential contract termination, contractors which violate any such privacy or security-related laws may also be subject to potential criminal or civil penalties depending upon the severity of the violation.

Criminal and civil penalties may include

- · Criminal conviction
- · Civil prosecution
- Imprisonment
- Monetary fines

As such, it is important to be familiar with the laws that are relevant to your work with Covered California that are necessary to protect consumer PII.



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# 3. Safeguards and Protection

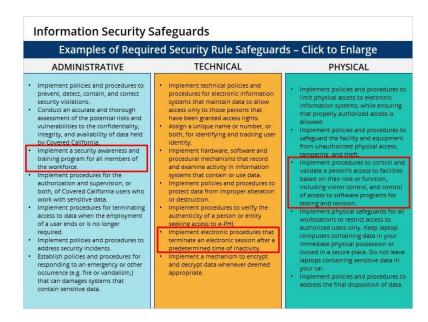
# 3.1 Safeguards and Protection



#### Narration:

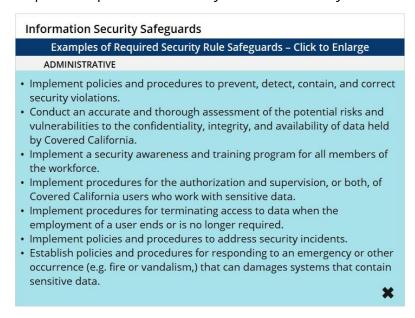
Safeguards and Protection

# 3.2 Information Security Safeguards

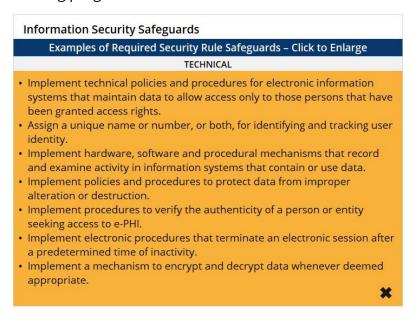


#### Narration:

The table provide examples of administrative, technical and physical safeguards required as part of the Privacy Rule and Security Rule.



An example of an administrative safeguard: implement a security awareness and training program for all members on the workforce.



An example of a technical safeguard: implement electronic procedures that terminate an electronic session after a predetermined time of inactivity.

# Information Security Safeguards Examples of Required Security Rule Safeguards - Click to Enlarge PHYSICAL Implement policies and procedures to limit physical access to electronic information systems, while ensuring that properly authorized access is allowed. Implement policies and procedures to safeguard the facility and equipment from unauthorized physical access, tampering, and theft. Implement procedures to control and validate a person's access to facilities based on their role or function, including visitor control, and control of access to software programs for testing and revision. Implement physical safeguards for all workstations to restrict access to authorized users only. Keep laptop computers containing data in your immediate physical possession or locked in a secure place. Do not leave laptops containing sensitive data in your car. Implement policies and procedures to address the final disposition of data.

An example of a physical safeguard: implement procedures to control and validate a person's access to facilities based on their role or function, including visitor control, and control of access to software programs for testing and revision.

Click on each panel to enlarge the table.

# 3.3 Strong Passwords

# **Creating Strong Passwords** A good password is easy for you to remember but hard for someone else to guess. · The best passwords use a combination of numbers, upper and lowercase letters and special characters such as \* & \$ Passwords should be at least 8 characters · If possible, do not use only letters or only numbers · Do not use names of family members · Do not leave the password · Do not use dictionary words

#### Narration:

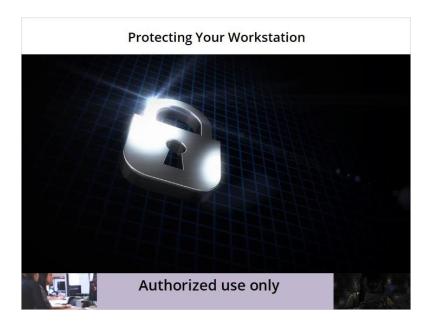
One of the best ways to keep information secure is to create strong passwords.

A good password is easy for you to remember but hard for someone else to guess.

The guidelines to create strong passwords include:

- The best passwords use a combination of numbers, upper and lowercase letters and special characters
- Passwords should be at least eight characters
- If possible, do not use only letters or only numbers
- Do not use names of family members
- Do not leave the password blank
- Do not use dictionary words

# 3.4 Workstation Protection



#### Narration:

Securing information when you leave your computer or workstation is critical to maintaining information security.

Some practices that will help safeguard information while stepping away from your desk:

- Lock your workstation if you need to leave for any period of time.
- Always log off of desktops, laptops and any portable electronic devices, such as smart phones, that have network access
- Ensure paper documents are secure at all times. Lock your desk when not in use
- Make sure your workstation screen is not visible to the public

 Use only computers, networks, applications and information for which you are authorized

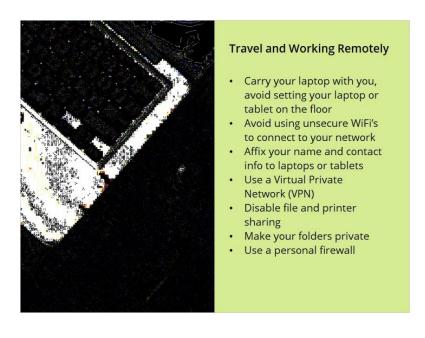
# 3.5 Device and Laptop Protection

Methods to Secure Mobile Device or Laptop				
Mobile Device	Laptop			
Turn off Bluetooth discovery mode	Always use a docking station or laptop security cable			
Avoid public Wi-Fi hotspots	Use a username and password to login to your laptop			
Beware of text message spam	Setup an automatic log off after a pre-			
Be selective with smart phone apps	determined period of inactivity			
Do not store passwords on your phone	Data encryption			
Avoid check-ins, turn off geotagging	Virus protection			
0 00 0	Symantec endpoint protection			
Download security updates and back-up your data regularly	Antivirus application			
If your mobile device is lost or stolen and contains sensitive consumer information, you must report it to your supervisor and Covered California				

#### Narration:

You are responsible for the confidentiality and security of your mobile devices. If your mobile device is lost or stolen and contains sensitive consumer information, you must report it to your supervisor and Covered California immediately.

#### 3.6 Travel and Remote Work



#### Narration:

Here is a list of safeguards to help increase security while traveling and working remotely:

- Carry your laptop with you, avoid setting your laptop or tablet on the floor
- Avoid using unsecure WiFi's to connect to your network
- Affix your name and contact info to laptops or tablets
- Use a Virtual Private Network, or VPN
- Disable file and printer sharing
- Make your folders private
- Use a personal firewall

# 3.7 Email Security

Slow down, think and check before hitting "send"  Auto-complete  Copying and blind copying			
The "Do's and Don'ts" of Email Security			
Do	Don't		
Open emails only from people you know and trust	Provide your email, or someone else's email, address online		
Open only those email attachments whose headings or texts sound familiar	Trust a site just because it claims to be secure  Open email attachments containing the		
Use email encryption for particularly	following file extensions: .exe, .bat, .reg, .scr, .dll, or .pif		
sensitive messages	Provide your credit card number or other sensitive information by email		
Delete suspicious messages	Open emails addressed to people other		
Check out a website's business purpose and content before sending any sensitive information	than you  Respond to emails that request your personal or financial information		

# Narration:

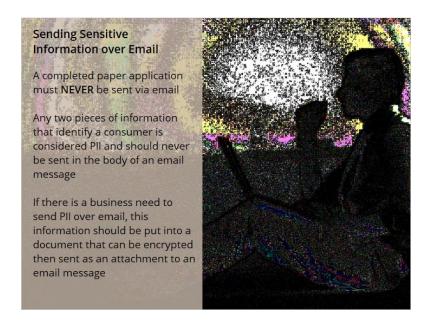
When using email, slow down, think and check before hitting "send."

Common mistakes include:

- Auto-complete: email systems often complete addresses before you finish typing. Always verify the name and the email address before you hit "send".
- Copying and blind copying: be sure to review who is on the "cc" list and "bcc" list. If your reply is sensitive in nature, you may want to reply only to the sender.

Please review this chart for more do's and don'ts about email security.

# 3.8 Sensitive Info through Email



#### Narration:

It is the policy of Covered California that a completed paper application must **NEVER** be sent via email. In fact, to protect yourself and consumers, any two pieces of information that identify a consumer, for example the name and phone number, is considered PII and should never be sent in the body of an email message.

If there is a business need to send PII over email, this information should be put into a document that can be encrypted then sent as an attachment to an email message.

# 3.9 Protecting files

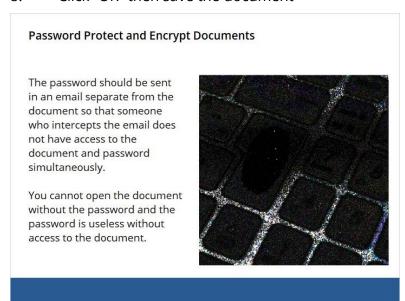


#### Narration:

There are a number of ways to protect your files with a password in order to add another layer of security, especially when sending documents over email. Password protecting a file or document means that the file is being encrypted so it cannot be opened or understood without a password.

Steps to password protect in Microsoft Office:

- 1. Open the file or document you want to encrypt
- 2. Go to "File" in the menu bar
- Select the "Info" tab
- 4. Select "Protect Document" (Word), "Protect Workbook" (Excel), "Protect Presentation" (PowerPoint)
- 5. Click "Encrypt with Password"
- 6. The dialog box will provide a display to enter a password (up to 25 characters)
- 7. Enter the password two times to confirm
- 8. Click "OK" then save the document



The password should be sent in an email separate from the document so that someone who intercepts the email does not have access to the document and password simultaneously.

You cannot open the document without the password and the password is useless without access to the document.

# 3.10 Social Media Safety



#### Narration:

Social media sources are services people use to connect with others to share information and promote products or services, or both. Some of the most common examples include: Facebook, Twitter, Instagram, and Pinterest.

The security issue with social networking is that hackers, spammers, virus writers, identity thieves, and other criminals follow the traffic on these sites. As social media usage grows so does the need to keep identity secure.

Some tips for social media protection:

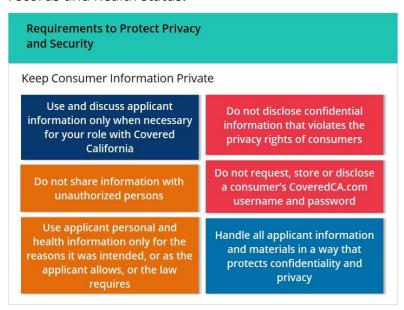
- Create a social media specific email
- Do not trust that a message is really from who it says it is from
- Be selective about whom you accept as a friend on a social network

# **3.11 Covered CA Requirements**



#### Narration:

Everyone who works for or on behalf of Covered California is required to protect applicant privacy and ensure all personal information is kept secure. You are responsible for keeping all consumer information private and confidential. Consumer information includes name, address, Social Security number, financial records and health status.

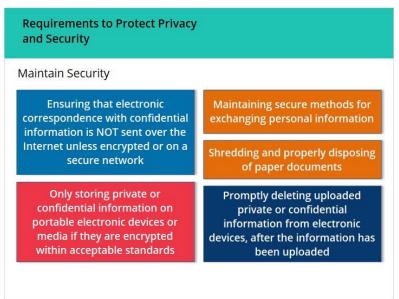


The guidelines required in your role to keep consumer information private include, but are not limited to the following:

• Use and discuss applicant information only when necessary for your role with

Covered California.

- Do not share information with unauthorized persons.
- Use applicant personal and health information only for the reasons it was intended, or as the applicant allows, or the law requires.
- Do not disclose confidential information that violates the privacy rights of consumers.
- Do not request, store or disclose a consumer's CoveredCA.com username and password.
- Handle all applicant information and materials, including paper applications and records, electronic records, faxes and mail, in a way that protects confidentiality and privacy.



In your role with Covered California you must maintain security by:

- Ensuring that electronic correspondence with confidential information is NOT sent over the Internet unless encrypted or on a secure network.
- Only storing private or confidential information on portable electronic devices or media if they are encrypted within acceptable standards.
- Maintaining secure methods for exchanging personal information.
- Shredding and properly disposing of paper documents.
- Promptly deleting uploaded private or confidential information from electronic devices, after the information has been uploaded

# **4. Reporting Security and Privacy Incidents**

# **4.1 Reporting Security and Privacy Incidents**



# Narration:

Reporting and Penalties

# **4.2 Reporting Security and Privacy Incidents**



# Reporting Security and Privacy Incidents

No incident is too small or unimportant.

If you have a concern or need guidance regarding a potential incident, seek one of the following resources:

- · Your supervisor
- Covered California

Informationsecurity@covered.ca.gov PrivacyOfficer@covered.ca.gov

Privacy Officer 1601 Exposition Blvd. Sacramento, CA 95815

#### Narration:

Everyone who works for or on behalf of Covered California has the right and the responsibility to immediately report any actual or possible security or privacy incidents whether they are the result of personal conduct or that of another worker, supervisor, officer or director.

No incident is too small or unimportant.

If you have a concern or need guidance regarding a potential incident, seek one of the following resources:

- Talk to your supervisor who knows you and the details of your role with Covered California
- If you do not feel comfortable reporting your concerns to your supervisor or designated representative, you may contact Covered California directly with specific information about the alleged concerns

# 4.3 Your Duty to Report

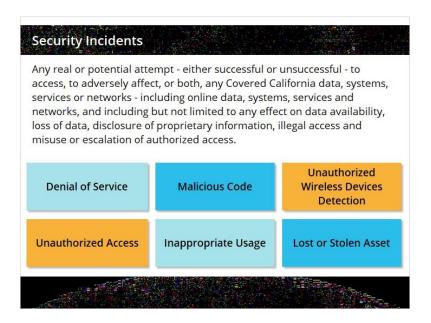


#### Narration:

You should not wait to confirm the incident happened, or to investigate what happened, but must immediately report any suspected incident.

- When you report an incident, Covered California Information Privacy Office staff will then take immediate action to prevent harm and will direct you on what action to take
- This duty to report includes both privacy and security incidents

# 4.4 Security Incidents



#### Narration:

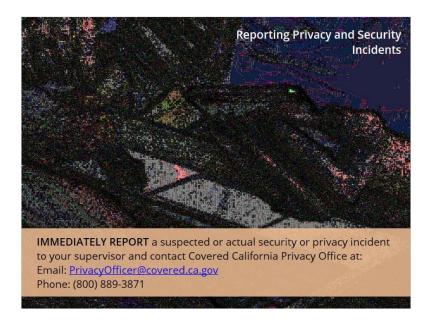
A security incident is defined as any real or potential attempt - either successful or unsuccessful - to access, to adversely affect, or both, any Covered California data, systems, services or networks - including online data, systems, services and networks, and including but not limited to any effect on data availability, loss of data, disclosure of proprietary information, illegal access and misuse or escalation of authorized access.

Examples of security incidents include, but are not limited to:

- **Denial of Service** an attack that prevents or impairs the authorized use of networks, systems, or applications by exhausting resources
- **Malicious Code** a virus, worm, Trojan horse, or other code-based malicious entity that successfully infects a host
- Unauthorized Wireless Devices Detection connecting an unauthorized wireless access point into a Covered California computer system
- **Unauthorized Access** a person gains electronic or physical access without permission to a network, system, application, data, or other IT resource
- Inappropriate Usage a person violates acceptable use of any network or computer policies
- Lost or Stolen Asset a Covered California or CoveredCA.com asset is lost or

personal belongings of a Covered California employee or contractor are stolen at a work location

# **4.5 Immediately Report**



#### Narration:

You must **IMMEDIATELY REPORT** a suspected or actual security or privacy incident to your supervisor and contact the Covered California Privacy Office through email at

PrivacyOfficer@covered.ca.gov

Or by telephone at 1-800-889-3871

When you report an incident, a Privacy Office staff member will send you an Incident Report Form to fill out with basic information about the incident.

The Privacy Office alerts the Information Security Officer and other executive staff of the incident as needed, and forwards reports to them. The Privacy Office then directs you on next steps.

# 4.6 California State Law

Under applicable federal and California State law, Covered California contractors are required to abide by certain rules of behavior pertaining to the receipt, processing, storage and use of PII. These rules of conduct have been outlined within this training course.

By clicking "**Next**", you acknowledge and agree that you have reviewed these requirements and will at all times abide by the privacy and security-related requirements covered by this training course.



#### Narration:

Under applicable federal and California State law, Covered California contractors are required to abide by certain rules of behavior pertaining to the receipt, processing, storage and use of PII. These rules of conduct have been outlined within this training course. By clicking "Next", you acknowledge and agree that you have reviewed these requirements and will at all times abide by the privacy and security-related requirements covered by this training course.

# 5. Voter Registration

# **5.1 Mandatory Voter Registration Assistance**



#### Narration:

Covered California Mandatory Voter Registration Assistance Training

# **5.2 Voter Registration Assistance**



#### Narration:

# **Mandatory**

Under Federal and State law, Covered California must offer consumers voter registration services each time a person seeks service or assistance with:

- An application
- A renewal or re-enrollment of their application
- Change of address

If a consumer seeks help for one of the above reasons Covered California must offer help with voter registration to the same degree as is offered by the representative to complete Covered California's form, unless assistance is declined.

# **5.3 Voter Registration Assistance**



#### Narration:

When providing voter registration services, you must:

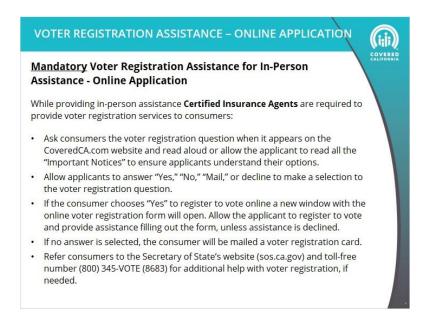
- Be prepared to answer basic questions about how to register to vote and review the application for completeness.
- Review the following task guides for voter registration information: In-Person Assistance Task Guide and Phone-Assistance Task Guide

Voter registration assistance requirements:

- Allow consumers the opportunity to register to vote in private.
- Never lead applicants to believe that their decision whether or not to register to vote will affect their application for benefits.
- Never influence a consumer's political party registration.
- Never discourage a consumer from registering to vote.

• Never make determinations about voter eligibility. Each consumer must determine his or her eligibility to vote.

# 5.4 Voter Registration Assistance – online application



#### Narration:

# Mandatory Voter Registration Assistance for In-Person Assistance - Online Application

While providing in-person assistance, Certified Insurance Agents are required to provide voter registration services to consumers:

Ask consumers the voter registration question when it appears on the CoveredCA.com website and read aloud or allow the applicant to read all the "Important Notices" to ensure applicants understand their options.

Allow applicants to answer "Yes," "No," "Mail," or decline to make a selection to the voter registration question.

If consumer chooses "Yes" to register to vote online, a new window with the online voter registration form will open. Allow the applicant to register to vote and provide assistance filling out the form, unless assistance is declined.

If no answer is selected, the consumer will be mailed a voter registration card.

Refer consumers to the Secretary of State's website (sos.ca.gov) and toll-free number (800) 345-VOTE (8683) for additional help with voter registration, if needed.

# 5.5 Voter Registration Assistance – online application



#### Narration:

This is the Covered California voter registration page in the online application.

If consumers choose "Yes, open the California Online Voter Registration website," the California Secretary of State's Online Voter Registration page will open in a new window.

# 5.6 Voter Registration Assistance – Online Application



#### Narration:

California's Secretary of State's Online Voter Registration Page

- Online voter registration is available in 10 languages.
- Allow consumers to select the language of their choice.
- Remember, a consumer has the right to register in private. Consumers must register to vote before they can vote, and must reregister to vote if they have moved or changed their name.
- If a consumer has a question you can't answer, refer the consumer to the Secretary of State's office at (800) 345-VOTE (8683) for additional help.

# 5.7 Voter Registration Assistance – Paper Application



#### Narration:

Mandatory Voter Registration Assistance for In-Person Assistance - Paper Application

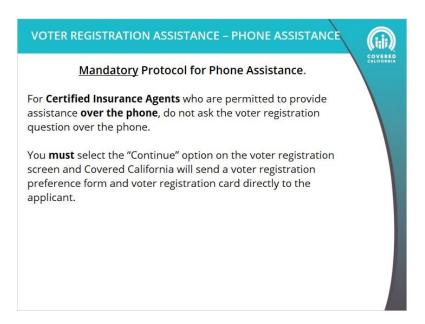
While providing in-person assistance Certified Insurance Agents are required to provide voter registration services to consumers:

- Read aloud or allow the applicant to read all the "Important Notices" to ensure applicants understand their options.
- Allow applicants to answer "Yes," "No," "Send," or decline to make a selection to the voter registration question.
- If the consumer wants to register to vote and internet is available, choose "Yes, I will go online" and take the consumer to the following link: https://www.coveredca.com/resources/voter-registration/. Select "Yes", then choose the registration form in the consumer's preferred language if it is offered

and provide assistance filling out the form, unless assistance is declined.

• If the consumer wants to register to vote and internet is not available, choose "Yes, send me a voter registration form" and a card will be mailed to the consumer.

# **5.8 Voter Registration Assistance – Phone Assistance**



#### Narration:

Mandatory Protocol for Phone Assistance.

For Certified Insurance Agents who are permitted to provide assistance over the phone, do not ask the voter registration question over the phone.

You must select the "Continue" option on the voter registration screen and Covered California will send a voter registration preference form and voter registration card directly to the applicant.

# **5.9 Voter Registration Assistance**



#### Narration:

Certified Insurance Agents must review the In-Person Assister Procedure Task Guide for Voter Registration and Phone Procedure Task Guide available by clicking this link: http://hbex.coveredca.com/toolkit/webinars-briefings/

Click these two links to find the:

In-Person Assister Procedure Task Guide for Voter Registration

And the:

Phone Assistance Task Guide for Voter Registration

The task guides include Frequently Asked Questions about registering to vote to prepare you to provide equal assistance with voter registration.

Regulations are found in the California Code of Regulations Section 6462. Click here to access the regulations.

https://govt.westlaw.com/calregs/Document/I9D5776E22F17437192876D504360041 4?viewType=FullText&originationContext=documenttoc&transitionType=CategoryPageItem&contextData=(sc.Default)

For additional information on voter registration you can contact the Secretary of State's Office:

By Email at elections@sos.ca.gov

Or visit the Secretary of State's Website by clicking this link: <a href="http://www.sos.ca.gov/elections/voter-registration/">http://www.sos.ca.gov/elections/voter-registration/</a>

You can also contact your county elections office.

# 5.12 Options

# Options for Registering to Vote Covered California will provide voter registration opportunities to consumers when they apply, renew, or change their address. Covered California is a voter registration agency and we offer applicants for health insurance, the opportunity to register to vote. The decision of whether or not to register will not affect the ability to obtain health insurance or financial aid. To learn more or register, visit "RegisterToVote.ca.gov," call (800) 345-VOTE (8683), or go in person to county elections office. Language help: Numbers for voter registration help in other languages can be found here: http://www.sos.ca.gov/elections/new-voter/voter-assistancehotlines.htm

#### Narration:

Options for Registering to Vote

Covered California will provide registration opportunities to consumers when they apply, renew, or change their address.

Covered California is a voter registration agency and we offer applicants for health insurance, the opportunity to register to vote.

The decision of whether or not to register will not affect the ability to obtain health insurance or financial aid.

To learn more or register, visit "RegisterToVote.ca.gov," call (800) 345-VOTE (8683), or go in person to county elections office.

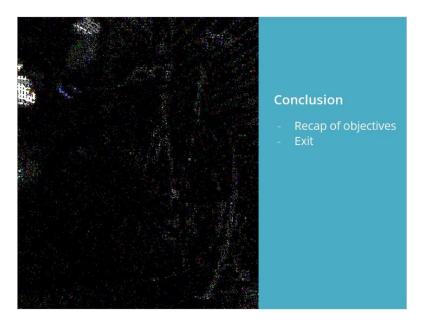
Language help: Numbers for voter registration help in other languages can be found at the link below.

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# 6. Conclusion

# **6.1 Conclusion**



# Narration:

# Conclusion

- Recap of objectives
- Exit

# 6.2 Thank you

