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SOLUTIONS

QuickBooks has partnered with Allstate Health Solutions, allowing you and your payroll clients to effortlessly provide health insurance to employees directly from QuickBooks Online Payroll.

Mar. 22, 2024



There are a lot of options for health insurance, but only one has the advantage of being available right inside [QuickBooks Online Payroll](#)? We know that the more you can advise your clients on how to improve their businesses, the more they will trust you and your guidance.

For many reasons, health insurance stands out as one of the most crucial benefits a

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3 reasons to offer health insurance

Here are three reasons to help you discuss health insurance with your clients—and for your own firm as well:

- 1. Attract and retain top talent:** In today's competitive job market, offering health insurance can attract skilled applicants *and* help a company stand out from other employers. In fact, in a survey of small business owners and decision makers, [healthcare and related benefits](#) are most valued by employees. Offering a benefit like health insurance also demonstrates a commitment to an employees' well-being, which can be a strong incentive for them to stay with a company for the long term.
- 2. Improve employee health and productivity:** Employees will have direct access to necessary medical care and preventive services. This can lead to happier and healthier employees who can bring their best selves to work.
- 3. Cost savings:** By ensuring that employees have access to preventive care, they can potentially avoid more expensive medical treatments for them down the line. Offering health insurance can help employees save money on taxes because their contributions toward employee premiums are typically tax-deductible.

Partnership with Allstate Health Solutions

The partnership between QuickBooks Online Payroll and Allstate Health Solutions makes it easy for small business owners to provide health insurance to their employees. Here are a few of the benefits:

Seamless integration: The integration between Allstate Health Solutions and

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probably know, HSAs can let employees set aside money on a pre-tax basis to pay for medical expenses, reducing their taxable income and providing them with potential savings on healthcare costs.

Expert support: There is a dedicated team of Allstate Health Solutions agents who support QuickBooks customers. An agent can help businesses compare plans, explore health savings options, provide personalized recommendations, and apply for coverage. After enrollment, clients will continue to receive dedicated support, in case they have any questions about their plan and to help make enrollment simple for the next year.

Supplemental benefits: In addition to medical coverage, Allstate Health Solutions offers supplemental benefits, including dental, vision, short- and long-term disability, and telehealth coverage.* These additional benefits can be added at no cost, providing comprehensive coverage for employees.

If your clients are already offering health insurance, here's what they need to know.

If your clients already offer health insurance but want to take advantage of the partnership with Allstate Health Solutions, they can switch their broker through a "broker of record" change. The process is simple and can bring meaningful benefits. Here's what you need to know about a broker of record change to pass on to your clients:

No change in costs or coverage: Switching to Allstate Health Solutions as the broker of record does not affect plan costs or coverage because they are keeping the same plan. They will continue to pay the same premiums and access the same benefits, as

long as the carrier is supported. There will also be no gap in coverage, and they can

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agent from Allstate Health Solutions to review their current plan and determine if there are better coverage options for their business.

To connect an existing plan to Allstate Health Solutions, simply go to the Benefits tab in QuickBooks Online Payroll and click on the option to Connect existing plan.

Businesses will be guided through the process of providing necessary information and electronically signing a letter to begin the broker of record change. After the letter is digitally submitted, the carrier will assign Allstate Health Solutions as your new broker. This process usually takes a few weeks.

How to get started

To explore options and costs, clients can log in to their [QuickBooks Online Payroll account](#). Or, if they have any questions about selecting the right plan—or need to know how small business health insurance works—they can call 800-477-1202 to speak with an Allstate Health Solutions representative.

Disclaimers:

Health benefits: Health Insurance information is provided by Intuit Insurance Services Inc., a licensed insurance broker, through a partnership with Allstate Health Solutions. Requires acceptance of Allstate's [Terms of Use](#) and [Privacy Policy](#). Intuit Insurance Services is owned and operated by Intuit Inc. and is paid a percentage fee of insurance policy premiums by Allstate Health Solutions in connection with the services described on this page.

Supplemental benefits: Carrier availability, plan availability and pricing will vary based on location. Integrated support for long and short term disability, term life and voluntary life upcoming.

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