

BHINI Network Survey

1. Your Company:
2. In how many states are you licensed? (select one)
 - 1-10
 - 11-20
 - 21-30
 - 31-40
 - 41-50
3. List your top three (3) states for revenue:
4. What CRM do you use?
5. Approximately what % of your company's income is generated by the following:
 - Medicare:
 - ACA:
 - Life:
 - Annuity:
 - Employee Benefits:
 - Ancillary:
6. Have you participated in the Direct Health Walmart program within the last two years? (YES/NO)
7. If yes, approximately how many stores did you staff?
8. Do you staff other retail stores? (YES/NO)
9. If yes, for what carrier/s?
10. Approximately what percentage of your profit can be attributed to the following ancillary products?
 - Critical Illness:
 - Disability Income:
 - Short Term:
 - International medical:
 - Dental:
 - Other (please specify):
11. About which markets do you want to know more and/or would consider starting to sell?
12. What type of employee benefits do you sell? (select all that apply)
 - None
 - Small Group
 - Large Group
 - Voluntary Benefits
13. What lead companies do you use?
14. How much do you budget annually for agent leads? (select one)
 - None
 - Up to \$20K
 - \$20K-\$50K
 - \$50K-\$100K
 - More than \$100K

15. Please rank in order of importance (1 being the most important) your motivation for belonging to the Network.
- Products
 - Networking with others in the industry
 - Knowledge sharing
 - Other (please specify)
16. Currently, BHINI membership dues are \$3,500 per year. I feel that membership dues are: (select one)
- About right
 - Too high
 - Should be raised
17. Our biannual meetings have been streamlined to two half day sessions. Please provide feedback on the length and/or frequency of the meetings.
18. What topics or roundtable discussions would you like to see on the agenda for upcoming meetings?
19. Please indicate if you are willing to lead a discussion on a topic or area of expertise.
20. Please provide any other comments or feedback you have at this time.