

**TOWN OF GUILFORD**  
**RFQ/RFP#4-1819**  
**Health Insurance Agent/Broker Services**  
**March 4, 2019**  
**ADDENDUM #3**

1. **Question:** “Under the company information section, you ask for primary areas of service – are you looking for geographical areas or a list of our services (employee benefits, P&C, etc.)?”

**Answer:** The town is looking for a list of your services.

2. **Question:** “In Section 3 - References - you reference “approximate gross cost of the contract annually.” Are you looking for the cost of their healthcare spend, or the fee we charge them?”

**Answer:** The town is looking for the healthcare spend.