

Corporate Style Guide

Last Updated 21/Jan/2022

Questions? Email esanchez@hpsglobal.net.

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Purpose

The purpose of this document is to offer consistent styles for designers and administrative staff when creating new layouts. The consistent appearance is to strengthen our brand value and let viewers recognize our materials.

These are guidelines, so there may be times where an occasional exception is needed but please stick to these guidelines if there is no purposeful constraint that needs to addressed.

Colours

Dominant Colour

Highlight Colour

Often used for calls-to-action.

• See next section for MS Word/ Powerpoint/Outlook Colour Pallete information.

Maroon

HEX #481617 RGB 72,22,23

C: 44% M: 85% Y: 74% K: 67%

Orange

HEX #f26317 RGB 242,99,23

C: 0% M: 75% Y: 100% K: 0%

Supplementary Colours

Light Grey

HEX #f3f2f2 RGB 243,242,242 C:3% M:3% Y:2% K:0%

Medium Grey

HEX #333 RGB 51,51,51 C:69% M:63% Y:62% K:58%

Black

HEX #000 RGB 0,0,0 C:75% M:68% Y:67% K:90%

Red

HEX #c21d07 RGB 194,23,7 C:16% M:99% Y:100% K:8%

Lime

HEX #9dc73b RGB 157,199,59 C:44% M:2% Y:100% K:0%

Pollution Blue

HEX #253f4c RGB 37,63,76 C:86.2% M:64.43% Y:50.91% K:41.29%

Extra Colours

These are only used when a pie chart, or some other colour coding is needed, and is NOT part of the every day colour pallete.

Yellow

HEX #FFC000 RGB 255,192,0 C:1% M:26% Y:100% K:0%

Blue

HEX #125d82 RGB 18,93,130 C:88% M:63% Y:0% K:0%

Purple

HEX #a94cc1 RGB 169,76,193 C:45% M:79% Y:0% K:0%

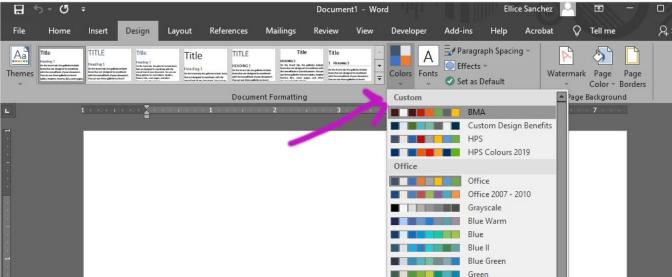
MS Word/PPT/Outloook Colour Theme

File Location

\\10.5.1.4\bmadata\Marketing\2022 Style Guide\Templates\BMA Colours 2022.xml

How to Set-up

- Open Windows Explorer (your file browser).
- Type in %appdata% to the folder in the location address area.
- Navigate to AppData > Roaming > Microsoft > Templates > Document Themes > Theme Colors.
- In the Theme Colors folder, copy and paste BMA Colours 2022.xml
- Open up MS Word, PowerPoint, or Outlook. Verify you see the colour pallete.



Fonts

Font Families

Cantata One: https://fonts.google.com/specimen/Cantata+One?query=cantata

abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTUVWXYZ 1234567890-= 2 4 6 $^$

Nunito Light: https://fonts.google.com/specimen/Nunito?query=nunito

abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTUVWXYZ 1234567890-=`~!@#\$%^&*()_+[]{};':",./<>?

Nunito Bold: https://fonts.google.com/specimen/Nunito?query=nunito

abcdefghijklmnopqrstuvwxyz ABCDEFGHIJKLMNOPQRSTUVWXYZ 1234567890-=`~!@#\$%^&*()_+[]{};':",./<>?

Font Awesome: https://fontawesome.com/start



(Note: There are about 1,608 free icons to use from this set. Above, are just a few. The set grows daily. See the website for the full listing: https://fontawesome.com/v5.15/icons?d=gallery&p=2&m=free)

Font Alternatives

If you are in a situation where you can't install the brand fonts, it is not loading in your template, or the fonts are not possible (like in an email), these fonts may be used in substitution (in order of preference):

Substitute for Serif (Cantata One):

Times New Roman Bold, Georgia Bold

Substitute for Sans-Serif (Nunito):

Calibri Light, Calibri, Helvetica, Verdana

Substitute for Font Awesome:

Depending on your version of MS Word, you might be able to use the MS Word Icons library.

Font Styles

Title / Cover Page

Heading 1

Heading 2

Heading 3

Paragraph

• Unordered (Bulleted) List

1. Ordered (Numbered) List

Font: Cantata One

Font-Size: 27pt Leading: 32pt

Tracking: -10 | P After: 0p6 | Align: Left

Underline: 1pt Solid, Light Grey (white with BGcolour), Offset 0p5

Colour: Black (white with BGcolour)

Font: Cantata One

Font-Size: 32pt Leading: 39pt

Tracking: -25 | P After: 0p6 | Align: Left Underline: 1pt Solid, Light Grey, Offset 0p5

Colour: Maroon

Font: Cantata One

Font-Size: 17.25pt Leading: 22pt | Align: Left

Tracking: -25 | P After: 0p6

Colour: Black

Font: Nunito Bold

Font-Size: 12pt Leading: 14pt

Tracking: -10 | P After: 0p6 | Align: Left

Colour: Black

Font: Nunito Light

Font-Size: 10pt Leading: 14pt

Tracking: 0 | P After: 0p6 | Align: Left

Colour: Black

Same as Paragraph, plus:

Left indent: 0p10 | First Line Indent: -0p9
Bullet Colour: Black | Number Colur: Orange
Bottom Margin Between Same Styles: 0p4

MS Word/Powerpoint/Outlook Font Pallete information available in two pages further.

No-no Typography

Please don't do the following:

Don't use a font that is not on the approved font list.

Do not use justified type rags. Justified type rags tire the brain faster, especially for long stretches of text. People also loose their place without an uneven type rag. People are less likely to read all of your important words when you provide them with such obstacles.

Don't let your text touch a borderline

Don't let your text touch a colour edge

Please avoid type widows, when possible.

Don't be afraid to use the Shift + Enter, or a "Soft Line Break,"—when a line break happens in the middle of a phrase or thought, when a line of text ends in the words, "and," or, "or," or in a case where a comma isolates a single word after a comma. The orange marks above indicate where a line break would have been great.

- O "Don't put your period outside of a quotation mark, unless you are writing programming code".
- "Put your period inside of a quotation mark."

Don't put too many words on one line of text. Use thicker margins or columns to break a long text line, or increase the font size as appropriate. The optimal line length for your body text is considered to be 50-75 characters per line, including spaces. So what's the hoopla about?

Too wide – if a line of text is too long the reader's eyes will have a hard time focusing on the text. This is because the line length makes it difficult to gauge where the line starts and ends. Furthermore it can be difficult to continue onto the correct line in large blocks of text.

Too narrow – if a line is too short the eye will have to travel back too often, breaking the reader's rhythm. Too short lines also tend to stress readers, making them begin on the next line before finishing the current one (hence skipping potentially important words).

DON'T TYPE YOUR SENTANCES IN ALL CAPITAL LETTERS. ONE SENTANCE SHOULD BE OKAY, BUT A WHOLE PARAGRAPH WOULD GET TOO TIRING TO READ AND MAY BE GLOSSSED OVER ENTIRELY.

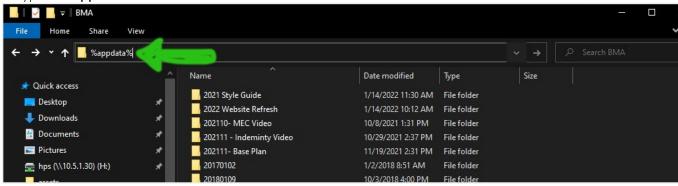
MS Word/PPT/Outloook Font Theme

File Location

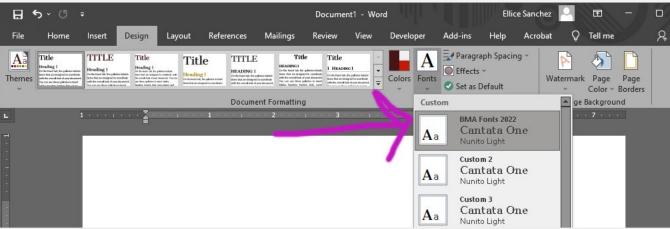
\\10.5.1.4\bmadata\Marketing\2022 Style Guide\Templates\BMA Colours 2022.xml

How to Set-up

- Open Windows Explorer (your file browser).
- Type in %appdata% to the folder in the location address area.



- Navigate to AppData > Roaming > Microsoft > Templates > Document Themes > Theme Fonts.
- In the Theme Fonts folder, copy and paste BMA Fonts 2022.xml
- Open up MS Word, PowerPoint, or Outlook. Verify you see the font pallete.



Logo

See the logo files: \\10.5.1.4\bmadata\Marketing\2022 Style Guide\assets\bma-logo....ai

BMA Logo may be in Maroon, with a white background.



BMA Logo may be in White, with a coloured background.



BMA Logo may be in 100% Black, in a case where black in is only available. When full colour ink is available, the logo should be in a colour (or with a coloured background.)





Logo may have the name spelled out, or not.



Spelled out name should be in Nunito font. Watch the kerning.



Please do not do these things to the logo.



Do not fill the logo with a pattern or use a not-approved colour.



Don't let a border touch the edge of the logo



When the logo is maroon, it should only have a white background.



Don't angle the logo.



Don't add attachments to the logo or cover the logo.

Tables

Table Cells

Table cells should have inner padding, so the text is not touching the border-line.

- Cell Inset: 0p6
- Vertical Align: Top

Table Headers

- Background Colour: Maroon
- Font Colour: White
- Font-Weight: Bold
- Border-Colour: White

Table Rows

- Odd Row Background-Colour: White
- Even Row Background-Colour: 30% Light Grey
- Top/Bottom Border: .25pt solid Grey

Table Columns

Align Text: Left

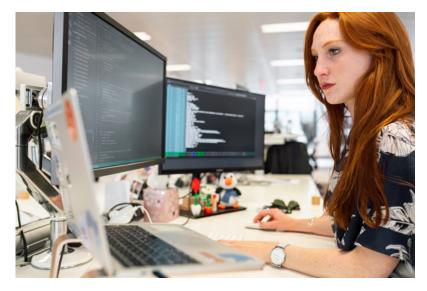
All text should be left aligned. In a case where a column only shows money or number values, the column can be right aligned.

Left/Right Border: .5 pt solid Grey

Sample Table

	Aetna Discount	Open Access
Calendar Year Maximum	\$1,500	\$1,500
Individual Calendar Year Deductible	\$25	\$50
Family Calendar Year Deductible Waived for Preventative	Max 3 per family Yes	Max 3 per family Yes
Preventative Services Routine Exams and Cleanings (2 per Calendar Year) Sealants, Fluoride, Full Mouth X-Rays, Bitewing X-Rays	100%	100%
Basic Services Restorative Fillings, Simple Extractions, Emergency Treatment, Endodontics, Periodontics, Oral Surgery	100%	80%
Major Services* Crowns, Bridges, Dentures, Implants	70%	50%
Orthodontia - Lifetime Maximum* Adults and Dependent Children	\$2,000	\$2,000

Photography









- People not looking straight into the camera.
- Using camera lens blur to emphasize focal point.

② Do not use unlicensed photography, especially with copyright watermarks.

Business Card

- Base font size is 8pt, appropriate to the page size.
- This sample shows a case for an extremely long name to fit into the name space.
- Icons are used to indicate "Address," Phone," "Fax," and "Website Addrress."
- Official paper is Neenah > Classic Colomuns.

The business card has the maroon colour bleeding off the top of the card.

1.28in



Light grey bleeds off the bottom and bottom sides of the card.

See the template file: \\10.5.1.4\bmadata\Marketing\2022 Style Guide\Templates\BusinessCards-PersonName-20211220.ai

Coverletter Design

To the right is a sample coverletter design.

Note:

- the margins as indicated.
- Icons are used in place of words (show envelope icon, rather than the word "email."
- Fonts follow the font-families and sizes from this guide.
- Colours stick to the colours from this guide.
- For closing:
 - » Use a business-like closing line, like "regards," "warm regards," "thank you," or "sincerely," but don't get too personal with your words ("yours truly, love...").
 - » leave a space for a pen signature
 - » Use a photo with a "luminosity" layer filter in Photshop.
 - » Use the "circle" effect to add a circle cut out around the photo.
 - » Make the Name strong style (bold).
 - » Make the job title emphasis style (italic).

The design is available as an InDesign and MS Word template.

¶ See the template file: \\10.5.1.4\
bmadata\Marketing\2022 Style Guide\
Templates\BMA-Letterhead-20211119.
docx

17p4

4p6



9p6.7

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J 1 (800) 934-6302 **⊕** bmatpa.com

■ 11550 W. IH 10, Suite 220 San Antonio TX 78230 To Our Valued Partner,

Benefit Management Administrators, Inc. (BMA) is a state licensed Third Party Administrator focused on the design and management of employee benefit plans.

Since 1992, from our home in San Antonio, we have been servicing employer groups who have employees across the United States. As a "Full Service" TPA, we provide contract administrative services for employer groups in need of Health Plan Administration, COBRA/HIPAA, Section 125 Cafeteria Plans, Flexible Spending Accounts (FSA), Health Savings Accounts (HSA), Health Reimbursement Accounts (HRA), Dependent Care Accounts (DCA) and Commuter Benefit Accounts.

4p6

It is BMA's mission to provide superior customer service on behalf of our Employer Groups, Plan Sponsors, and Plan Members, with an emphasis on maintaining the highest levels of in-house benefit plan expertise, technical innovation, and product support. The client's needs are the key element for designing an employee benefit plan. BMA listens, proposes solutions, and implements the programs necessary to meet an employer's requirements.

Our customer support team is trained to assist plan members get the most from their plan, while our technical support team is resourceful and efficient in handling the innovative products and solutions that we deliver. With new laws, regulations, and major court cases impacting the employee benefit plans, it is important that you contract with a knowledgeable and experienced third party administrator.

BMA wants to work with you to deliver outstanding service to you and your employees. I personally welcome your call.

Sincerely,



James Burkholder President & CEO

(210) 697-9900 Ext. 203 or 1 (800) 934-6302 Ext. 203 jburkholder@bmatpa.com

4p6

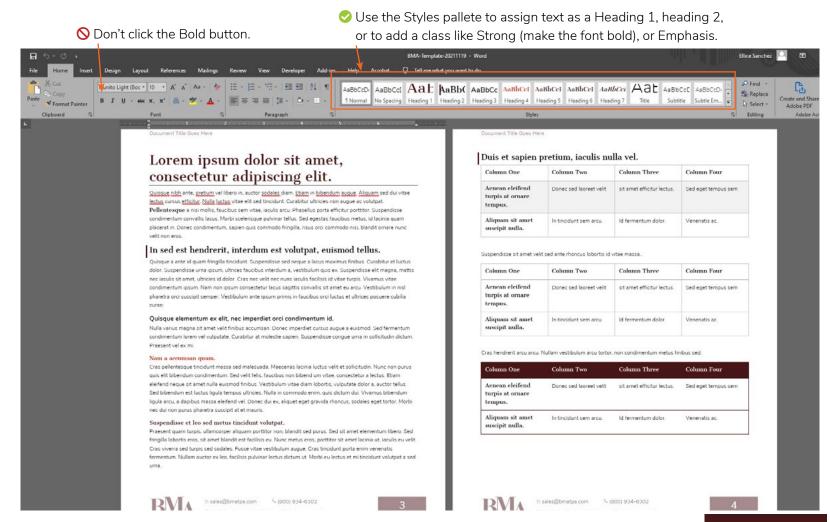
Multi-page Word Processor Documents // Proposals

Below is a sample multi-page word processdor template.

 \P See the template: \\10.5.1.4\bmadata\Marketing\2022 Style Guide\Templates\BMA-Template-20211119.docx

Note:

- the margins as indicated; these margins are smaller than the cover letter to allow for massive content within the document.
- Icons are used in place of words (show envelope icon, rather than the word "email." Either use the MS Word built-in icons, or use a FontAwesome glyph.
- Fonts follow the font-families and sizes from this guide.
- Colours stick to the colours from this guide. See the Colours section of this guide and Resources section to get the MS Word Colour pallete with the BMA brand colours.



Sales Sheets

17p4 The basic need of the sales sheets are that they should be able to be printed on demand. Each feature should have a separate 4p6 6p0 sheet of paper, and stick to a single sheet of paper; this allows the BMA sales team to insert the sheets relevant to their prospect. The BMA logo is consistently in the top left corner. White logo with maroon background colour. Large photo, with left/right bleed. The focal point photo should be about 45% size of the paper height, but that size can be cut down to allow for large amounts of text. Examples are provided. Third-Party Administrative Title spans across full width of content area. Services 4p6 6p0 Oversized entry text can be 100% width of the page. Benefit Management Administrators (BMA) is a "Full Service" Third-Party Entry parapgraph is a larger font size, to show emphasis Benefits Administrator (TPA) that provides superior client support for on the paragraph and to compensate for the text character employers and employees enrolled in their Health and Welfare Benefit Plans. length to be in optimal range. • Self-Funded Welfare Benefit Plans COBRA Administration Regular content can be in a 2 column format, 66/34 column • Level-Funded PLans • HIPAA / ACA Compliance Peace of Mind format, or 33/33/33 column format. Examples are provided. • Minimum Essential Coverage Plans (MEC) • Stop-Loss Procurement Dental/Vision · Consulting Services Light grey background encapsulates the footer content • Health e360 (Wellness) • Online Enrollment • Flexible Spending Account • Web Portal to give you visual separation from the rest of the content. • Health Savings Account / Health This also gives a hint of emphasis on the contact information. Reimbursement Account Each contact element (email, phone, website) has a Font 5p8.3 © Benefit Management Administrators 2021 7p2.2 Awesome icon to offer a visual label to the element.



Third-Party Administrative **Services**

Benefit Management Administrators (BMA) is a "Full Service" Third-Party Benefits Administrator (TPA) that provides superior client support for employers and employees enrolled in their Health and Welfare Benefit Plans.

- Self-Funded Welfare Benefit Plans
- Level-Funded PLans
- Minimum Essential Coverage Plans (MEC)
- Health e360 (Wellness)
- Flexible Spending Account
- Health Savings Account / Health Reimbursement Account
- COBRA Administration
- HIPAA / ACA Compliance Peace of Mind
- Stop-Loss Procurement • Consulting Services
- Online Enrollment
- Web Portal
- © Benefit Management Administrators 2021
- Bulleted list in 2 column format.



- Using an orange box to create a strong focal point / call to action.
- Shows an example of a numbered list.



Level-Funded Health Plans

BMA offers the ultimate product for employers seeking a simple way to move from a fully insured group health plan to the benefits of a self-funded medical plan.

Level-Funded, also known as a "Bridge Product." is the ideal solution for employers who would like to transition to a self-funded program. Self-funded medical expense benefit plans provide stability while offering flexibility in developing cost saving benefit plan designs.

This product provides insurance coverage to cover the unexpected catastrophic claims incurred in a self-funded plan. Unlike traditional stop loss programs, a Bridge Product is designed to give employers the benefits of traditional self-funding, while enjoying the ease, look and feel of a fully-insured group health plan.

By introducing the BMA Bridge Product, all business types now have the option to move to a self-funded insurance plan.

© Benefit Management Administrators 2021

Key Advantages

- ERISA plan allows flexibility with benefit plan design and no state mandated benefits
- Employer writes one monthly check (based on plan enrollment)
- · No additional claim funding requirements
- One Maximum Retention (spread over 12 payments)
- Designed specifically for employers
- with 15-200+ employees currently covered
- (as compared to traditional stop loss)
- Underwritten by A and above rated carriers



Health Saving Account (HSA) Administration

Why Add a HSA Benefit Plan?

Health Saving Account Benefit Plans allow employees, who are enrolled in a high-deductible health plan (HDHP), and employers (if desired) to contribute a certain amount of money using pre-tax dollars for the reimbursement of qualified expenses.

The plan allows participants, to use these funds for certain eligible out-of-pocket expenses such as deductibles, copayments, medication, dental and vision expenses, and eligible over the counter items. BMA will handle the administration, help with open enrollment (if requested) and reporting as necessary to keep your plan in compliance with current laws.

Services Provided

- Employer Consultation
- Online Enrollment via BMA Web Portal
- 24/7 Web Access
- Customer Service
 Assistance
- Direct Deposit

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- 2 column layout, each column 50% wide.
- Shows an example of the light grey container (right), to separate some content, but not take too much attention.
- 2 column layout, side is 66% width, right is 33% width.
- Shows an example of a Heading 2.

© Benefit Management Administrators 2021

See the template: \\10.5.1.4\bmadata\Marketing\2022 Style Guide\Templates\, look for InDesign files.

Designer: these InDesign files have the colour swatches, paragraph styles, character styles, and object styles needed to run with the current design for any new file. This style guide has the established styles too.



• 3 column layout, each column 33.3% wide.



- Shows an example of the dominate photo being reduced to more of an accent photo, to accommodate all the text required on the page.
- Shows an example of the Heading 3.

See the template: \\10.5.1.4\bmadata\Marketing\2022 Style Guide\Templates\BMA-Template-20211119.docx

Email

Signature

Closing Phrase

- Please don't use anything too sentimental like "sincerely," or "love."
- Potential approved phrases:
 - » Regards
 - » Warm Regards
 - » Cheers
 - » Thanks
 - » Thank you
- Leave one line break between the closing phrase and your name.

Your Name

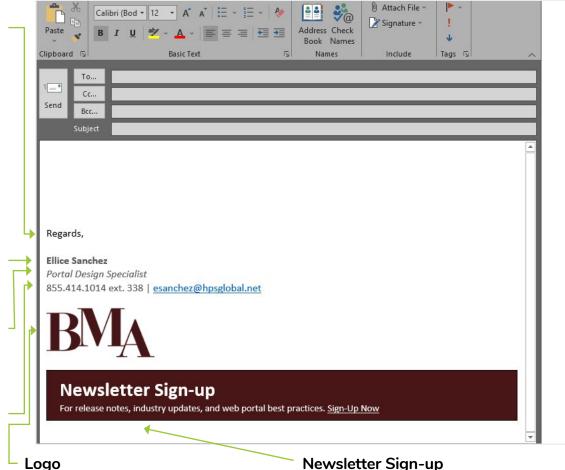
- The name should be bold.
- Use your First and Last Name.

Your Job Title

- The job title should be italic.
- Leave a soft line break (Shift+Enter) between your name and job title.

Phone and Email Address

- Leave a soft line break (Shift+Enter) between your job title and contact information.
- Between the phone number and email, use a vertical pipe charcter (|).
- Do no spell out "extension." Use the abbreviated version of the word ("ext.").



- Under the phone and email address, include the maroon version of the logo, without the name spelled out.
- Don't change the size of the logo. Leave as-is from the template.

Newsletter Sign-up

• Under the logo, please include the Newsletter sign-up block. It is easiest to copy and paste this into your signature block. You most likely won't be able to build this on the fly. Note, it is a 1 cell table, with a maroon background and some padding so the white text does not touch the edges of the block.

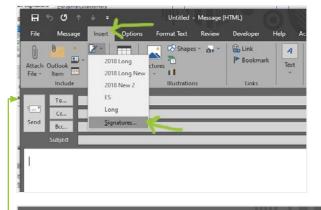
Download Email Signature and Use in Outlook

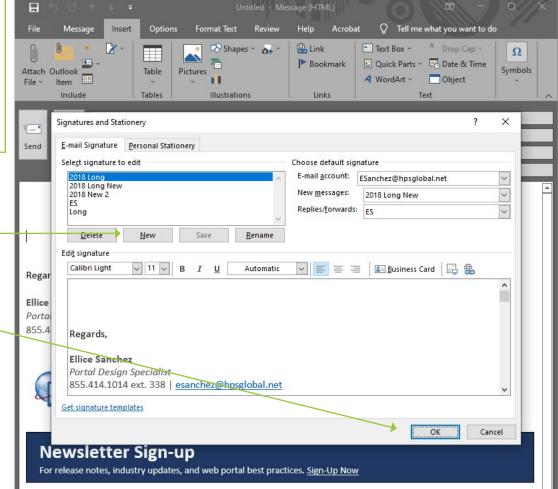
File Location

\\10.5.1.4\bmadata\Marketing\2022 Style Guide\Templates\Email Signature Template

How to Set-up

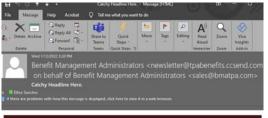
- 1. Open the Email File.
- 2. Edit the attributes to yourself (type in your name, your email...).
- 3. Hit Control + A on your keyboard to select all.
- Hit Control + C on your keyboard to copy what is selected.
- 5. Click on the **Insert** tab of the Outlook email.
- 6. Click on the Arrow below Signatures button in the Insert panel. This will reveal a drop-down menu. Click on Signatures.
- 7. A pop-up window will Appear. Click the **New** button, to create a new Signature.
- 8. Give the Signature a Name, then in the Edit Signature text area, paste in your copied info by hitting Control + V on your keyboard.
- **9.** Click the **OK** button. Your signature is now saved and ready for use.





Eblast

- ② Don't use unlicensed images, especially with watermarks. Using unlicensed photography puts the designer and the business at risk from copyright liability.
- If you need a free image to use, try looking at <u>Pexels.com</u>. Higher quality images can be found for purchase/ licensing at iStock or other stock photography website.
- Read the copyright licensing. Generally, a lifetime license will appear to be more expensive at face value, but offers more long-term value. Subscription licenses are often under a "use it or lose it" term. Lifetime licenses do not expire, thus the image can be used perpetually. Also, check if the license is for a single person, or multi-seat license, and share/don't share accordingly.
- Avoid putting critical text in images. If someone does not download the images of your email, they would not be able to read any text embedded into an image.
- Onn't use the black-ink logo.
 The black-ink logo should only be used in black-and-white print jobs.
 This is a screen design, so the full colour spectrum should be used.
- If you want to theme an email for a holiday, make it clear that you are being festive, and that is why you might be using off-brand colours. Keep the email content festive and don't deliver serious messages with cutesy holiday packaging. In these cases, keep the fonts and layouts the same. You can change the background image and/or add a festive featured image.
- Generally the paragraphs of text should be left-aligned. The primary headline should be centered, to call attention to it.





 White logo on maroon background, centered.

Dominate image.

- Primary Headline: Times New Roman Bold, centered, 24px.
- Divider line under primary headline.
- Body font is Verdana, 14px, left aligned.
- Primary article has an oragne button, centered.
- Secondary Headline: Times New Roman Bold, left align, 21px.
- Secondary Article Link: Underlined, Blue Font.
- Secondary Article Photo, left column.
- Call to action area:
 Orange background.
 White buttons, white font.

BMA | 11550 West IH 10, Suite 220, San Antonio, TX 78230

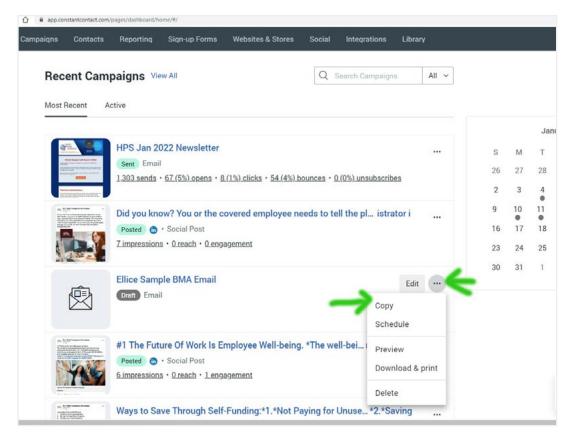
Unsubscribe newsletter@hpsqlobal.net Update Profile | About Constant Contact



How to Make a Copy of the Eblast Template in Constant Contact.

When logged into Constant Contact:

- 1. Under the Campaigns, find the draft email titled, "BMA Blast Template 2022 // Ellice Sample Email."
- 2. Click on the dot-dot / ellipsis, and click the Copy button.
- 3. You then can edit the new copy as you need.

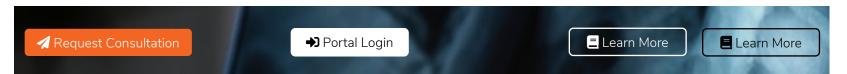




Buttons

Icons

As part of the 2022 website refresh, we will be adding in icons to the buttons to help make it clear to the users that a button is a button, rather than regular plain text. Icons are from the Font Awesome family.



Orange-Filled

Generally, call to action buttons should be filled in orange, with white text. In cases where the background is orange, then the button should be filled in white with black text. This style is mostly only for buttons that read, "Request Consultation."

White-Filled

Less important buttons should be white with black text.

Hallow

Least important buttons should be hallow, clear background with a thin white or black outline, and a font colour to match the outline colour. This is for cases where the button is really a just letting people know there is "a" button, but it is not one we are encouraging them to click on.

Motion Graphics • Motion graphics should use a 16:9 ratio, unless there is a pressing need for something else.

- Motion graphics that use stock music should adhere to the attribution requirements (ex: putting the music credit in, when required).