



Last year's Consolidated Appropriations Act of 2021 (CAA) requires most brokers and consultants providing services to ERISA-covered group health plans to disclose to plan fiduciaries (typically, the plan sponsor), in writing, any and all direct or indirect compensation they receive for providing services to the plan. In turn, those fiduciaries must obtain and review this compensation information to ensure the plan's arrangement with the broker or consultant is "reasonable."

Who is required to provide the disclosure?

Service providers (and their affiliates or subcontractors) providing brokerage or consulting services to ERISA-governed group health plans are subject to the new disclosure requirements if they reasonably expect to receive at least \$1,000 in direct or indirect compensation for those services.

When must the disclosure be made?

As noted above, the disclosure requirement takes effect on Dec. 27,

2021, and service providers must provide the compensation disclosure in advance of entering into, amending or extending the contract for services (on or after that date) so that the plan fiduciary may review it to determine if compensation is reasonable, prior to the effective date of the contract, renewal or extension. Agents should start providing to customers with any renewal paperwork completed on or after December 27. Future renewals that have already been completed (1/1, 2/1 Effective dates) prior to December 27, 2021 do not require additional action at this time.

Will PIPAC be supplying these disclosures?

Yes, a disclosure form is available for download on our website. You can download and begin using moving forward. PIPAC will communicate any changes to the renewal process in January.



5 Star Special Enrollment Period (SEP)

Great news! 2 Medicare Advantage carriers have earned the 5-Star designation for 2022 in Iowa!

The 5-star SEP is a one-time enrollment into a 5-star plan anytime between Dec. 8, 2021 – Nov. 30, 2022. The only requirements are that the applicant must be enrolled in both Medicare Parts A and B and must live in the service area. Enrollments will be effective the first of the month following receipt by the carrier. Submission rules remain the same where the carrier must receive the application within 24 hours of signature. Applications can either be faxed or done online in the Agent Portal on the carrier site.

The SEP is different than the OEP where there are limits and restrictions on how you can market.

The Medicare Advantage Open Enrollment Period (OEP) is only for Medicare Advantage plan enrollees. These enrollees have a one-time enrollment opportunity to switch to another MA plan or dis-enroll from their MA plan and go back to Original Medicare. The MA-OEP is from Jan. 1 – March 31.

In addition, if the individual dropped a Medicare Supplement plan and it is their first time in a Medicare Advantage plan, a trial right exists when enrolled for less than a year. The individual has the right to switch back to the Medicare Supplement plan.

If you have any questions, please contact the Individual Department by calling 319-277-8541.

February 2022

Monday	Tuesday	Wednesday	Thursday	Friday
31	1	2	3 Webinar	4 
7	8	9	10	11
14 Valentine's Day	15 Facts & Snacks Class	16	17 Webinar	18 
21	22 Facts & Snacks Class	23	24	25
28	1	2	3	4 

PIPAC News/Events

Small Group

3/1/2022 Effective Dates:

WM, UHC/UHC Heritage new group, renewal and plan change paperwork is due to PIPAC by Tuesday, February 15. Completed paperwork must be submitted by 3:00 pm to ensure processing.

Please visit www.pipac.com for the complete deadline schedule and other company deadlines.

PIPAC Hosted Webinars

Feb. 3, 9:00 am - UnitedHealthcare Medicare Webinar
Feb. 17, 9:00 am - Sentinel Annuity Webinar

Facts & Snacks Classes

Feb. 15, 10:00 am at Radisson Hotel and Conference Center - HSA Class, Coralville, IA

Feb. 22, 9:00 am at PIPAC - Final Expense

Feb. 4th and 18th

at 9:00 am CT

Contact Sidney at sidney@pipac.com to sign up for this webinar or to find out more about upcoming classes and webinars!



Medicare Advantage Open Enrollment Period (OEP) for 2022 Started January 1st



Open Enrollment for Medicare Advantage plans runs from January 1, 2022 up through March 31, 2022, for effective dates of February 1st to April 1st.

Open Enrollment Period (OEP) is only available for beneficiaries

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who are currently enrolled in a Medicare Advantage plan. This is not an enrollment period for a beneficiary to enroll in a Medicare Advantage plan for the first time.

The same submission rules apply – paper applications must be submitted to the carrier within 48 hours of client signature. Applications can also be entered online thru the carrier website.

Changes that can be made for the 2022 Medicare Advantage Open Enrollment Period (OEP)

- Beneficiaries can switch from one Medicare Advantage plan to another Medicare Advantage plan.
- Beneficiaries can make a one-time election to drop their Medicare Advantage plan and return to Original Medicare – Part A and B. With this change, beneficiaries can sign up for a

stand-alone Medicare Part D Prescription Drug Plan. Usually, a Medicare Advantage Plan includes drug coverage and once signed up for a Part D Prescription Drug Plan, it will drop the beneficiary from the Medicare Advantage Plan and return them to Original Medicare Part A and B. New coverage will start the first of the month following the month that the change was made. They can then enroll in a Medicare Supplement plan. In some cases, they may have to answer health questions to qualify.

OEP is not a valid enrollment period for Medicare Cost Plans nor is it a valid enrollment period for someone to change stand-alone Prescription Drug plans.

If you have any questions, please contact the Individual Department by calling 319-277-8541.



EZPost has been updated for a more user friendly experience.



In addition to adding more posts for you to add value to your social media presence, we have a more streamlined layout making EZPost more organized and easier to navigate.

Be on the lookout for more emails to see new EZPosts that will be coming this year!

How easy is it to post?

As you view the options, click the image and it will begin downloading. After the image has been downloaded, it can be uploaded to your social media platform of choice. Add your phone number and/or email address to create a call to action by copying the text that corresponds with the image. Then all you have to do is post it.

www.pipac.com/ezpost_home

“Positively Outrageous Service” since 1981



1099 Agent Communication

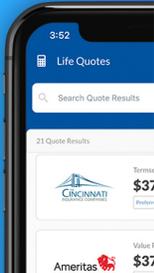
2021 was a great year in large part thanks to you, our agents. As we enter tax season, please note that you may receive (2) 1099 NEC's if business paid to you by PIPAC met the tax reporting threshold of \$600 or more. Due to our new partnership with Integrity Marketing Group, you will receive a 1099 NEC from Professional Insurance Planners and Consultants of Iowa Inc. for payments made January 1st, 2021, through November 18th, 2021, if over \$600. Additionally, if you were paid more than \$600 by PIPAC from November 19th, 2021, through December 31st, 2021, you will also receive a 1099 NEC from Integrity Marketing Group. This is only for the 2021 tax year, moving forward you will only receive one 1099 NEC for your PIPAC paid business that will come from Integrity Marketing Group. As always, we greatly appreciate your business and loyalty. We look forward to strengthening our partnership and helping you be the best agency you can be.

Please contact Jodi if you have any questions at jodi@pipac.com or give our office a call.

QUOTES ON THE GO!

Download the app to start quoting now

Click to find out more and download



Download the Free PIPAC Life APP

This free Life Insurance quoting app delivers quote comparisons for agents on the go. Are you a life insurance agent? Sign up for a free account to use this powerful agent tool. Let the convenience of being mobile with PIPAC help you spend more of your time selling!

FEATURES INCLUDE:

- Up-to-Date Quotes (from over 20 carriers)
- Drop ticket friendly (for approved carriers)
- Text and Email a Quote
- Needs Analysis Tool
- Prescreener Tool
- Video Library
- Additional Resources
- Includes Policy fees
- Includes AM Best Rating



**Tuesday, Feb. 15, 2022 | 10am to 12pm at
Radisson Hotel and Conference Center -
HSA**

Recent events have shown us how important it is to be able to afford going to the doctor. Learn how HSAs with qualifying health plans can help your clients spend less and save more on health care.

Join us Tuesday, Feb 15, to get the inside scoop on why HSAs may be among the smartest options for saving and paying for qualified medical expenses. This class will also educate you on HSAs and high deductible health plans, and give you the ability to help your clients understand these products!

Radisson Hotel and Conference Center
Coralville-Iowa City
1220 1st Ave.
Coralville, IA 52241

**Tuesday, Feb. 22, 2022 | 9am to 10am at
PIPAC Office - Final Expense**

Final expense costs continue to rise and are now averaging over \$10,255. These expenses can include more than just funerals. Join us and learn how to combat these rising costs. We will discuss the best policies for each situation and why offering this coverage is important. Learn why having these policies in your portfolio is great for your clients and great for your business.

PIPAC - Cedar Falls, IA
1304 Technology Parkway Ste. 200
Cedar Falls, IA 50613

**Visit pipac.com/facts_snacks
to find more classes PIPAC will offer**



Sentinel Annuity Webinar | Feb. 17th at 9am

Join us as Sentinel takes us through a Deep Dive of one of our most recommended Indexed Annuity Products, the Sentinel Accumulation Protector Plus. We will cover:

- 10 year annuity for accumulation and tax deferred growth
- Rate Enhancement Rider allows for higher caps, interest rates and participation rates
- Crediting Strategies and Competitive Fixed Rate Account
- Premium Bonus
- High Commission Rates to Agent

This product is great for anyone in the annuity space to have as part of their offerings. Whether you currently write annuities or are looking to better understand them so you can identify opportunities to offer them, this is the Webinar for you.

Aetna Senior Supplemental Insurance Q1
2022

Bonus Programs
Medicare Supplement and Ancillary products aetna

**The more qualifying applications submitted and policies issued,
the more bonus you earn!**

QUALIFYING PRODUCTS	
<p>Medicare Supplement</p> <p>Submit qualifying applications and receive the following bonuses:</p> <div style="border: 1px dashed purple; padding: 5px; margin: 5px;"> <p>Electronic applications*</p> <p>\$100 each Underwritten</p> <p>\$25 each Open Enrollment</p> </div> <div style="border: 1px dashed purple; padding: 5px; margin: 5px;"> <p>Paper applications*</p> <p>\$25 each Underwritten</p> <p>\$10 each Open Enrollment</p> </div> <p><small>* In SC both Underwritten and Open Enrollment will pay at \$50.</small></p> <p>To receive a payout, you must submit a minimum of 5 signed applications monthly (underwritten, guaranteed issue or open enrollment) and policies must be issued by dates indicated below.</p> <p><small>Also includes new Medicare Supplement from: Accendo Insurance Company part of the CVS Health® family of companies and Aetna affiliate</small></p>	<p>Ancillary/life</p> <p>Submit qualifying applications of any of the qualifying ancillary/life products and receive the following bonus:</p> <div style="border: 1px dashed teal; padding: 5px; margin: 5px;"> <p>\$25 bonus per application (for both electronic and paper)</p> <p>Submit a qualifying Medicare Supplement application with a qualifying ancillary product from below* and receive an additional \$25 bonus per application.</p> <p><small>*Final Expense products are excluded from additional \$25 bonus.</small></p> <ul style="list-style-type: none"> • New Dental, Vision and Hearing Plus • Dental, Vision and Hearing • Cancer and Heart Attack or Stroke/Plus • Hospital Indemnity/Flex • Recovery Care/Nursing Facility Care/ Home Recovery Care • Home Care/Plus • Protection Series Final Expense <p><small>Policies must be issued by dates indicated below, with \$180 minimum annual premium.</small></p> </div>

Important bonus program details are on the next page

QUALIFICATION PERIODS

Contact the Individual Department for more details or any questions at 800-765-1710

Over-The-Counter COVID-19 Tests

On Jan. 10, 2022, the Departments of Labor, Treasury and Health and Human Services released guidance to support the Administration's directive that health insurers and group health plans cover, subject to certain criteria, the cost of FDA-authorized or approved over-the-counter (OTC) COVID-19 at home tests beginning on Jan. 15, 2022. Tests purchased prior to Jan. 15, 2022, are not eligible for reimbursement.

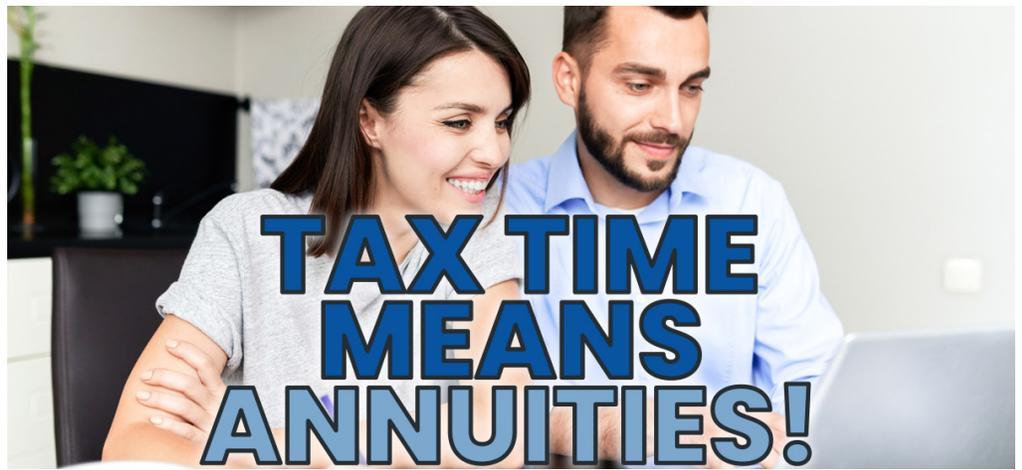
This coverage includes up to 8 FDA-approved OTC Covid-19 antigen home test for each member, per month, covered under a policyholder's/subscriber's plan.

Tests can be obtained through network pharmacies with no out-of-pocket cost. Members can be reimbursed for approved tests purchased at out-of-network pharmacy or retailer, by following the carrier specific reimbursement policies. Maximum reimbursement for tests purchased at out-of-network pharmacies/retailers will be limited to reimbursement of \$12 per test.

Please find resources specific to each carrier on the carrier's website.

At this time, Original Medicare does not pay for the over-the-counter Covid-19 tests. This means that these tests are not covered by Medicare plans.

Contact the Individual/Group Department with any questions at 800-765-1710.



Tax time is here. How can you help your clients make the most of their money?

The Internal Revenue Service has issued the new benefit and contribution limits for qualified retirement plans for plan years beginning in 2022. Below are some of the key limitation amounts for the upcoming year.

Limitation	2021	2022
401(k), 403(b), 457(b) Annual Deferral Limit	\$19,500	\$20,500
Catch-Up Contribution (Plans other than SIMPLE plans)	\$6,500	
SIMPLE Plan Employee Deferrals	\$13,500	\$14,000
SIMPLE Plan Catch-Up Contributions	\$3,000	
Plan Maximum Annual Contribution - Defined Contribution Plans (Section 415(c))	\$58,000	\$61,000
Maximum Annual Benefit Defined Benefit Plans (Section 415(b))	\$230,000	\$245,000
Compensation Limit under Section 401(a)(17)	\$290,000	\$305,000
Highly Compensated Employee Definition under Section 414(q)	\$130,000	\$135,000

If you have any questions, please contact the Annuity Department by calling 800-765-1710.



Agent Marketing Program

We want to work with you to create great marketing pieces to help you prospect clients for more sales. Our in-house marketing team will create CUSTOM marketing materials you can give to your clients!

We also have a full library on our website that you can go to and find something that already fits your needs.

You can order right from the site as well. By selecting what marketing piece you would like and filling out a little bit of your information you can have custom piece with your logo and contact info in a matter of a few days.

If you're interested in finding out more, contact us or call 800-765-1710 or visit our website to view and order on-line.