



Agent and Broker Compensation During an SEP and OEP

On June 7, 2022, CMS posted FAQs regarding compensation paid by carriers to agents and brokers who assist consumers

with enrollment during SEPs or OEPs.

CMS has become aware that some issuers in the individual market, who commonly use agents and brokers as part of their marketing and sales distribution, have reduced or eliminated commissions and other forms of compensation for enrollments during an SEP

The FAQ provides guidance that paying differential compensation to agents and brokers for coverage in the same benefit year based on whether the enrollment is completed during an SEP or the OEP is prohibited under federal law

These practices violate the guaranteed availability protections afforded to these individuals under the ACA. In other words, many carriers currently do not pay commission during an SEP or OEP, even though they should be.

Contact the individual department today if you would like a copy of the FAQ.

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pipac.com/medicarecenter
to register today!**

Certify for the 2023 Medicare AEP

It's that time again! Carriers have started making announcements and releasing information regarding their 2023 AEP certification requirements. As a reminder, certification is required to sell Medicare Part D or Medicare Advantage plans. Reminder: AHIP discounts may be available from some carriers.



AHIP – available as of June 20th. Please contact us if you are unsure of the best training path to ensure you are getting the best deal on AHIP.

Carriers Specific Training Dates we know:

- UnitedHealthcare June 27th
- Humana June 28th
- Aetna June 29th
- Wellcare/Centene July 12th

For questions or more info, contact the Individual Health Department.

Helpful Group Resources

As an independent agent, it can often feel like you're in this business alone. Where do you go for support? That's why we are expanding our resources to assist and guide you in your journey. We are here to help make your life as an agent easier. Call the group department today get a copy of the Wellmark Sold Group Checklist & Eligibility Guide.



For questions or more info, contact the Group Department.

July 2022

Monday	Tuesday	Wednesday	Thursday	Friday
27	28	29	30	1
4 Office Closed	5	6	7	8 LIVE FROM PIPAC
11	12	13	14	15
18	19	20	21	22 LIVE FROM PIPAC
25	26 Final Expense Class	27	28	29

PIPAC News/Events

Small Group

8/1/2022 Effective Dates:

Wellmark and United Healthcare (UHC) new group, renewal and plan change paperwork is due to PIPAC by Friday, July 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.

Facts and Snacks 7/26/2022

Final Expense - 2 Hours CE applied for.



July 8th and 22nd

at 9:00 am CT

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

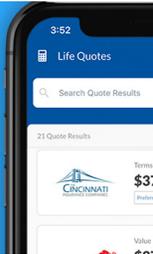
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Download the Free PIPAC Life APP

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



Life and Annuity request a quote just got a lot easier!

With our new request a quote process, it's easier than ever to request a quote. Take advantage of our abbreviated form and gather just the information our team needs to create a quote with the solution that best aligns with your client's goals. Following your request our team will review your information and send you back the necessary quotes and information to help you make a solid recommendation for any situation.

Have a look:

Go to PIPAC.com and click on the Life and Annuity menu. Then hover over the Request a Quote and you will see 2 buttons pop up. Select one: Life or Annuity.

If you are looking for more help with either Quotes on the go or Request a Quote don't hesitate to call our Life Department.

2023 Wellmark of Iowa Individual and Family Plan Increase Filing

Recently, Wellmark Blue Cross and Blue Shield filed a proposed average base rate increase for their individual and family plans (IFP) with the Iowa Insurance Division (IID). Wellmark's IFP plans make up a small portion of Wellmark's total business in Iowa – about 4.8 percent. The IFP population consists of

- Grandfathered (GF) members: plans bought before March 23, 2010
- Grandmothered (GM) members: pre-ACA plans purchased between March 23, 2010, and Jan 1, 2014.

Information about Wellmark's Affordable Care Act (ACA) rates and 2023 products will be release in August.

2023 proposed base rate changes and rate hearing notices.

The 2023 proposed base rate changes vary by plan type. If approved by the IID, all IFP rates will take effect Jan. 1, 2023. Wellmark members who receive the notice can give their feedback to the Iowa Insurance Commissioner at the rate hearing on Aug. 20, 2022

Trends impacting the grandfathered and grandmothered population

Plan Type	2023 proposed average base rate changes	2022 average base rate changes
Wellmark Blue Cross and Blue Shield of Iowa Basic & Standard Plans (GF)	7.8%	3.6%
Wellmark Blue Cross and Blue Shield of Iowa Direct Pay – All Pools (GM/GF)	4.5%	5.9%
Wellmark Health Plan of Iowa (GM)	7.8%	10.0%

Similar to prior years, this population continues to require more health care services to treat high-cost and complex conditions. While several factors add to the rate increase, the key drivers include:

- A 7.2 percent increase in cost and use of medical services and prescriptions.
- A 9 percent increase in high-cost claimants – the number of members who have greater than \$100,000 in claims increased.
- A 15 increase in retail pharmacy costs.

Renewing grandfathered and grandmothered policies

Each year, Wellmark assess the market and members' needs to ensure they are offering the best options. For 2023, Wellmark will renew grandfathered and grandmothered plans. Members in these plans can keep the health insurance coverage they trust. They get access to plan designs that are unique from other plans available on the Marketplace.

2023 Wellmark of South Dakota Individual and Family Plan Increase Filing

Recently, Wellmark Blue Cross and Blue Shield filed a proposed average base rate increase of 8.6 percent for their individual and family plans (IFP) with the South Dakota Division of Insurance. Wellmark's IFP market segment is less than 3.1 percent of their total business in South Dakota and consists of:

- Grandfathered members: plans bought before March 23, 2010
- Grandmothered members: pre-ACA plans purchased after March 23, 2010

Trends impacting the grandfathered and grandmothered population

Similar to prior years, this population continues to require more health care services to treat high-cost and complex conditions. The reason behind the increase is to cover the cost of claims based on our member's health care trends. The key drivers include:

- A 8.3 percent increase in cost and use of medical services and prescriptions.
- A 14 percent increase in high-cost claimants – the number of members who have greater than \$100,000 in claims increased.
- A 10 increase in retail pharmacy costs.

Renewing grandfathered and grandmothered policies

Each year, Wellmark assess the market and members' needs to ensure they are offering the best options. For 2023, Wellmark will renew grandfathered and grandmothered plans. Members in these plans can keep the health insurance coverage they trust. They get access to plan designs that are unique and provide broader access and benefits than other plans available on the Marketplace.

If you need any more info or have any questions please contact the Individual Department.



Get Rewarded for your Business!

We have recently created a page that stores all our carriers' bonuses and incentives in one location!! Please visit: www.pipac.com/incentives to see all the bonuses and incentives carriers' currently have going on.



FFM – Registration and Training:

2022 FFM registration and training will “Go Dark” July 15 in preparation for the release of the 2023 registration and training. We will provide certification updates as they become available. Watch Certification Central on the PIPAC website for the most up-to-date information.

For questions or more info, contact the Individual Health Department.



If you haven't joined HealthSherpa, we highly recommend doing so!!

HealthSherpa's online platform is user-friendly and makes writing Healthcare.gov business easy! By using the code, ef3f, it will link your account to PIPAC so we can access your submissions for commissions. HealthSherpa provides ON-EXCHANGE ENROLLMENTS for agents, with benefits including:

- Simplicity
- Subsidies Included
- Dedicated Marketing Website
- Simple Pricing
- Data fed back to PIPAC

For questions or more info, contact the Individual Health Department.



HealthPartners UnityPoint Health and UnitedHealthcare 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 till Nov. 30, 2022 and can only be used once per individual per year.

Contact the individual department to find out more!

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2023 MAPD/PDP Commissions

We've got fantastic news for agents planning on selling 2023 Medicare products. The maximum broker commissions for Medicare Advantage and Medicare Part D plans have increased for the eighth year in a row!

PIPAC has the details on what you can expect for Medicare Advantage and prescription drug plan sales commissions in 2023.

Note: Insurance providers are **not required** to pay the maximum Medicare commission rate.

Medicare Part D Maximum Broker commissions

Initial commissions increased from \$87/member/year to \$92/member/year, a 5.75% increase YOY.

Renewal commissions increased from \$44/member/year to \$46/member/year, a 4.55% increase YOY.

Here's a chart comparing the Medicare maximum broker commissions for 2022 vs 2023.

Maximum Broker Compensation for 2023

	Initial			Renewal		
Product	2022	2023	%	2022	2023	%
MAPD	\$573	\$601	4.89%	\$287	\$301	4.88%
PDP	\$87	\$92	5.75%	\$44	\$46	4.55%

Annuity Hot Sheets and Annuity Rate Watch Demo!

With annuity rates changing daily make sure you are up to date on the most competitive rates!

Annuities can provide your clients safe, long-term growth and income. As an agent, you can provide your clients with the income they need while eliminating the risk that comes with market volatility. **Annuities are a way for your clients to save money, tax deferred, until they are ready to receive retirement income.**

As an agent, it is important to know what solutions best fit your client's goals and risk tolerance. With these Annuity Hot Sheets, you have all the current information right at your fingertips. Click the links below to see what rates and features best match your client's situation today!

Contact Justin today to get signed up for this monthly email or setup a time to get an Annuity Rate Watch Demo Today!



PIPAC can help with Life Insurance, Annuity, Long Term Care or Disability Quotes!

Allow us to help you by providing quotes so you can give your clients peace of mind.

If you have any customers that have:

- Quoted in the past, but didn't take coverage
- Newly married
- Recently purchased a home
- New parents
- Retiring
- Changed jobs

Request a Quote with the help of your back office support at PIPAC

We are always here to help!

Contact the life department today if you have any needs or questions!

