

## Life Department SPOTLIGHT



**AUSTIN** started with PIPAC in August of 2023. He is responsible for discussing concepts and new product selling with agents. He is also responsible for helping with designing cases

and preparing quotes for agents. In his free time, Austin likes to golf, shoot hoops, watch sports, go to movies, and go to the Blue Room. He is also currently learning Greek and Italian. Some of his favorite sport teams include the Iowa Hawkeyes, Lakers, and the Vikings.



## GREG MOTIVATOR OF THE MONTH

There is little difference in people, but that little difference makes a big difference. The little difference is attitude. The big difference is whether it is positive or negative.”

-W. Clement Stone

## OPEN ENROLLMENT IS COMING!

### 2024 Medicare Annual Enrollment

Dates and deadlines you need to know

### October 15, 2023

Start SELLING Medicare  
Advantage and Prescription  
Drug Plans for 2024

### December 7, 2023

Open Enrollment Period Ends for 2024

### January 1, 2024

Coverage BEGINS for 2024

Note: Certification and Product Training is required for each carrier in order to market and sell. If you have not completed certification - time is running out!

### 2024 Under 65 Open Enrollment

Dates and deadlines you need to know

### November 1, 2023

Start SELLING Individual and Family Plans for 2024

### January 15, 2024

Open Enrollment Period Ends for 2024

### January 1, 2024

Coverage BEGINS for 2024\*

\*Enrollments completed between January 1 and January 15 will have a February 1 effective date.

Note: If your clients don't enroll in a 2023 plan by January 15, 2024, they can't enroll in a health insurance plan for 2024 unless they qualify for a Special Enrollment Period.

# October 2023

## PIPAC News/Events

Monday	Tuesday	Wednesday	Thursday	Friday
2	3 Med Supp Webinar WoodmenLife	4 Med Supp Webinar Allstate	5 Med Supp Webinar Lumico	6 <b>LIVE FROM PIPAC</b>
9	10 Mastering the Mystery of Med Supps Webinar	11 Med Supp Webinar Aflac	12 Med Supp Webinar ACE	13
16	17 Med Supp Webinar MAC	18 Med Supp Webinar Wellabe	19 Med Supp Webinar ABL	20 <b>LIVE FROM PIPAC</b>
23	24 Med Supp Webinar Humana	25 Mastering the Mystery of Med Supps Webinar	26	27
30	31	1	2	3 <b>LIVE FROM PIPAC</b>

### Group Renewals & Paperwork

10/1/2023 Effective Dates:

11/1 Wellmark Renewals are needed DocuSigned by October 20th. For 11/1 New groups, all Sold Group paperwork is due to PIPAC by Friday, October 13th. All completed paperwork must be submitted by 3:00 pm to ensure processing.

Please visit [www.pipac.com](http://www.pipac.com) for the complete deadline schedule and other company deadlines.



**10/6/2023 9:00 am**

**10/20/2023 9:00 am**

**11/3/2023 9:00 am**

Get the latest news from our PIPAC experts on carrier and industry updates, product highlights, what's hot, system updates and upcoming classes!

**Contact Mackenzie at**

[mackenzie@pipac.com](mailto:mackenzie@pipac.com)

**to sign up for these webinars!**

## Medicare AEP Submission Reminders!

As we enter the start of Annual Enrollment (AEP), which runs from October 15 through December 7th. We want to pass along some application submission reminders.

All MAPD and PDP applications must be submitted to the carrier within 24 hours of signature date.

Carrier	Submission Details	Fax Number
<b>Aetna (MAPD)</b>	Applications can be done online thru the Ascend and Think Agent app or applications can be faxed.	1-866-756-5514
<b>SilverScript (PDP)</b>	Paper applications do need to be entered online. Access the SilverScript portal by logging into <b>Producer World</b> . After they have been entered, they either need to be emailed to <b>SilverScript</b> or faxed.	1-866-552-6205
<b>Health Partners UnityPoint Health (MAPD)</b>	Applications can be faxed.	1-952-853-8746
<b>Wellmark (MAPD)</b>	Applications can be entered online in the quote, enroll, and renew box on the <b>Producer Connection page</b> or can be faxed.	1-855-213-5184
<b>MedicareBlue Rx (PDP)</b>	Applications can be entered online at <b>Medicare Solutions</b> or can be faxed.	1-855-874-4702
<b>UnitedHealthcare (MAPD &amp; PDP)</b>	Applications can be done online through the <b>LEAN program</b> at or can be faxed.	1-888-950-1170
<b>Wellcare (PDP)</b>	Applications can be faxed.	1-866-388-1521

Contact the Individual Department if you have any questions!



Individual Health  
800.765.1710



[individualdept@pipac.com](mailto:individualdept@pipac.com)



## 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!**

 Life Dept.  
800.765.1710

 [sales@pipac.com](mailto:sales@pipac.com)



## Our Medicare Supplement bonus just got bigger

Allstate Q3 Medicare Supplement sales have been impressive. To keep up the momentum, they've increased their bonus for Q4.



### 1-30 policies

\$200 bonus per policy  
(underwritten)  
\$50 bonus per policy  
(open enrollment)



### 31+ policies

\$300 bonus per policy  
(underwritten)  
\$75 bonus per policy  
(open enrollment)

## Extra Bonuses



Bundle Dental/Vision/Hearing with Medicare Supplement to earn an additional \$50 bonus per policy.



Birthday and anniversary sales earn a \$50 bonus.

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

 Individual Health  
800.765.1710  [individualdept@pipac.com](mailto:individualdept@pipac.com)



## 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 feed back to PIPAC

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

 Individual Health 800.765.1710  [individualdept@pipac.com](mailto:individualdept@pipac.com)



## ANNUIITY 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.

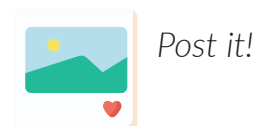
Get signed up today!

 Life Dept. 800.765.1710  [sales@pipac.com](mailto:sales@pipac.com)



Almost every aspect of our lives is influenced by social media. Insurance is no different. Statistics show that agents engaged in social media are outselling their peers who aren't. PIPAC has created images for you as an agent to use. Be on the look out for new content regularly!

### SO EASY TO USE!



FOLLOW US



PIPAC.COM

800.765.1710

# Medicare Supplement Prices got you in a pinch? *We have options!*

**ACE** Medicare Supplement

 **aetna**™

**Aflac**®

 **Allstate**  
HEALTH SOLUTIONS

Bankers  **Fidelity**®

 **Cigna**.

**Humana**

**Lumico**  
insurance made clear

 **Medica**.

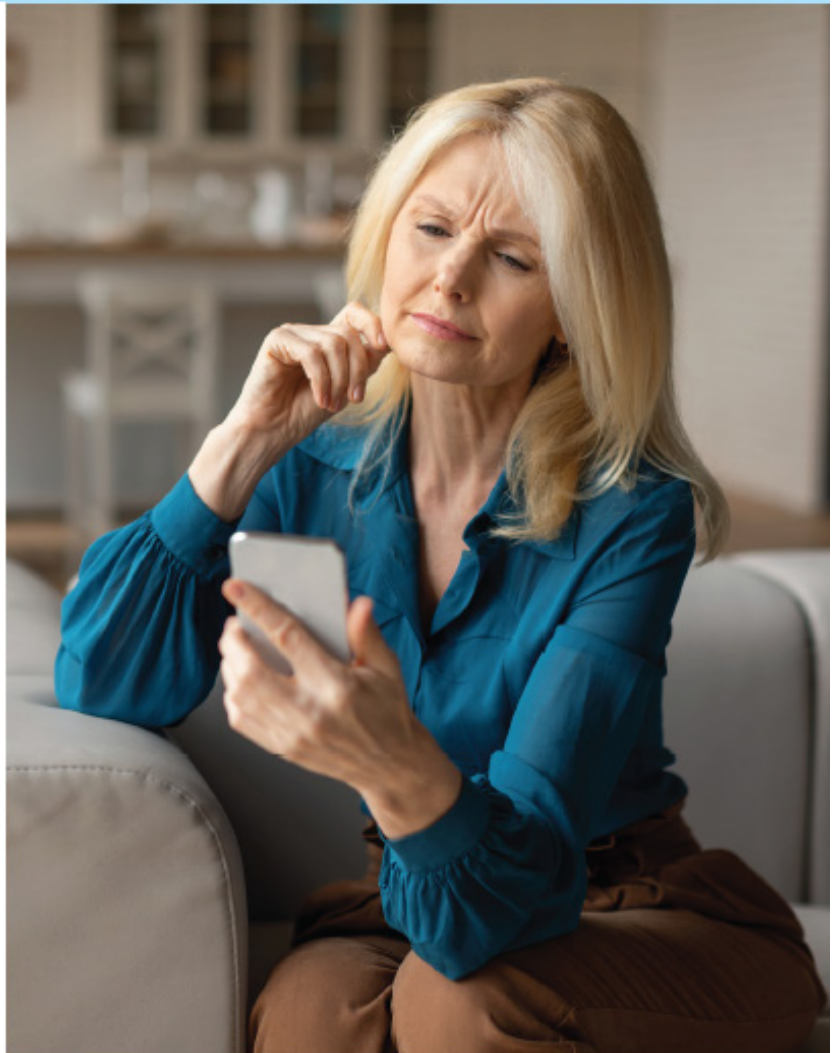
 **Mutual of Omaha**

 **United Healthcare**

**wellabe**

**Wellmark** 

 **WoodmenLife**  
Standing Strong for Generations




PIPAC is committed to ensuring you have the best possible solutions for your clients. With the Medicare space ever changing it is important to know your clients have options.

**If you would like to learn more about any of these options, please don't hesitate to reach out today!**

 Marketing  
800.765.1710

 [marketing@pipac.com](mailto:marketing@pipac.com)

 Individual Health  
800.765.1710

 [individualdept@pipac.com](mailto:individualdept@pipac.com)