



ACCENDO MEDICARE SUPPLEMENT DISCONTINUATION IN 9 STATES EFFECTIVE APRIL 28

Effective April 28, we will be discontinuing our Accendo Medicare Supplement offering in the following states:

- Colorado
- Georgia
- Iowa
- Indiana
- Maryland
- Nebraska
- Rhode Island
- Vermont
- Wisconsin

Sales materials are no longer available to order for Accendo Medicare Supplement plans in these states.

This change does not affect the availability of our other Aetna Medicare Supplement insurance plans.

No Impact to existing policyholding or renewal commissions

The closure of the Accendo Medicare Supplement product in the above states will not impact your existing policyholders. Commission renewals will continue to be paid on your existing Accendo Medicare Supplement policies. For more info contact us.

 Individual Health 800.765.1710  individualdept@pipac.com



GREG MOTIVATOR OF THE MONTH

"It's always better to have it and not need it, than to need it and not have it" - a quote by Frank Kafka that can be applied to various sales situations, including life and health insurance. Have fun using this effective tactic and make a sale!"

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Individual Department SPOTLIGHT



JENNIFER joined PIPAC's Individual Health department in July of 2021, and quickly became an integral part of our team. As a specialist in product design, qualification, and enrollment procedures for various insurance carriers, Jennifer

provides valuable support to our agents, helping to ensure that they have the information and resources they need to serve our customers effectively. Additionally, Jennifer assists with processing new applications, policy changes, and agent certification requirements, all of which are essential to maintaining our high standards of service. She also plays a critical role in providing customer service to our clients, including addressing benefit or claim inquiries and policy terminations. We are grateful for Jennifer's contributions to our team, and appreciate her dedication to her work. Outside of the office, Jennifer enjoys pursuing her hobbies of baking and reading.

GOLD HARD CASH

EARN POINTS GET CASH

- Earn 1 point for every dollar of target premium on individual life business submitted via paper application*
- Earn 1.5 points for every dollar of target premium on individual life business submitted via electronic application
- For every 10,000 points you earn \$500 cold hard cash
- Applications must be submitted from Jan. 1, 2023 to June 30, 2023
- Policies must be issued by Aug. 31, 2023
- Bonus to be paid by PIPAC by Sept. 15, 2023
- Exclusions *Does not include Worksite Premium

 Life Dept. 800.765.1710

 sales@pipac.com

800.765.1710

MAY 2023

Monday	Tuesday	Wednesday	Thursday	Friday
1	2	3	4 IA Med Supp Selling Smarter Webinar LeadCENTER	5 LIVE FROM PIPAC
8	9 LeadCENTER	10	11 IA/SD Med Supp Selling Smarter Webinar	12
15	16	17	18 IA/SD Med Supp Selling Smarter Webinar	19 LIVE FROM PIPAC
22	23	24 Med Adv Wellmark Deep Dive Webinar	25 SD Med Supp Selling Smarter Webinar	26
29 PIPAC Closed Memorial Day	30	31	1	2

Small Group

6/1/2023 Effective Dates:

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

Group Updates

SMALL WELLMARK GROUPS: BLUESOURCE

Like renewals, SGACA enrollment applications completed through BlueSource will be automatically submitted after the group provides signature.

UNITED HEALTHCARE: ALL SAVERS TO LEVEL FUNDED TRANSITION

All Savers group numbers will be in the process of transitioning to United Healthcare Level Funded group numbers. This will not affect the group in any way other than the group number.



Group Health
800.765.1710



SGsales@pipac.com
LGsales@pipac.com

PIPAC News/Events



5/2/2023 at 11am and 5/4/2023 at 2pm
LeadCENTER Agent Training

LeadCENTER is your one-stop-shop for high-quality leads! In this webinar, we will demonstrate how you can purchase/order life and health leads and set-up real-time campaigns to connect with Medicare prospects.



5/5/2023 9:00 am

5/19/2023 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!

A Deep Dive into Top Medicare Supplement Options Webinar

Join us for our Medicare Supplement Agent Webinar, where our experts will equip you with the latest industry knowledge and skills to thrive in the Med Supp market.

Our webinars are tailored to help you stay ahead of the competition and best serve your clients, providing valuable insights and practical tips to enhance your portfolio and offer your clients leading plan options. Don't miss this opportunity to elevate your career and register now!

May 4th, 18th, June 1st
- IA Only 10:00 AM

May 11th, 25th, June 8th
- SD Only - 10:00 AM
- IA Only 2:00 PM



5/24/23 at 10am

Mastering Wellmark Medicare Advantage Health Plans

Take a deeper dive into Wellmark Medicare Advantage Health Plans with your panel of experts, Ward Buttolph, Scott Kipp, and Casey Hoffert. Review guidelines and best practices for hosting Medicare Seminars, and revisit ACA cost share features and health care pricing factors, so you feel comfortable explaining it to your prospective clients.

1 CE Credit hour available.

Contact Mackenzie at
mackenzie@pipac.com
to sign up for these webinars!





The Annual Partners in Excellence Awards Dinner is a great opportunity for us to celebrate and recognize our top 100 agents for the previous year.

A special thank you goes out to Aaron Thomas, our keynote speaker, for sharing his insights and expertise with us. We appreciate the time and effort he put into preparing for this event.

Additionally, we would like to thank our sponsors for their generous support, which made this event possible. Your contributions have been instrumental in making this evening a memorable one.

Finally, we want to thank all of our agents for your dedication and hard work. Without your commitment to excellence, we would not be able to achieve the level of success that we have.

If you are interested in learning more about becoming an award-winning agent, please feel free to contact Casey. He will be more than happy to provide you with further information and assistance.

It truly was a night not to be missed.



ACE Medicare Supplement

AGENT INCENTIVE!

April 1, 2023 - June 30, 2023, is your time to take advantage of this exciting incentive for selling ACE Med Supp.

Applications/Contracts	Status
After reaching 5 issued apps	Qualified for bonus
Each underwritten case	\$250
Each open enrollment case	\$25

Benefits include:

- Household premium discount may be available for eligible applicants
- Competitive rates - get great value and friendly service
- No waiting period for preexisting conditions - clients are covered once enrolled!

Don't miss out on this great incentive program!

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TIRED OF BROWSING FOR LIFE OPTIONS TO FIND THE PERFECT FIT FOR YOUR CLIENT?

Look no further! Our Top Picks booklet is designed to make your job easier and more successful than ever, a curated selection of the best life insurance products. Each product has been thoroughly checked and analyzed by our team of experts and our customers have complete confidence in our recommendations. It helps you increase sales and commissions while delivering top-notch products. Save time and effort by having the best options at your fingertips. It also allows us to demonstrate our expertise and professionalism by offering our clients only the very best. Sales strategies are designed to help you sell more effectively and efficiently. You have exclusive access. You can also get personal support from our team of experts who will answer your questions and guide you through the sales process.



Wait no more - request your copy of Top Picks today!

 **Life Dept.**
800.765.1710  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!

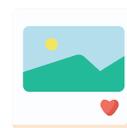
SO EASY TO USE!



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MultiDiscount
MedSupp plans from Allstate



ALLSTATE HAS THE MEDSUPP PRODUCT YOU'VE BEEN WAITING FOR.

Allstate Health Solutions is not the only carrier to offer MedSupp insurance, but you can't miss our exclusive savings package, MultiDiscount. Give your customers the kind of plans they can rely on for financial peace of mind, with discounts created just for them.

EXCLUSIVE MULTIDISCOUNT BENEFITS

Allstate has created an exclusive suite of discounts and upgrades that your customers will love and you will appreciate. Here's what your customers will enjoy from **Allstate's MultiDiscount**:

- Roommate discount - 7%
- Dual Applicant Discount - 10%
- Activity tracker discount - 5%
- Annual payment discount - 10%
- Dental discount: combine Allstate DVH with MedSupp and save 10% on Dental

Plus, agents get support and resources to streamline enrollment and simplify their customers' process, saving time for everyone:

- Any-day effective date
- InstaDecision: no waiting, no paperwork to file, Instant ID cards
- Signature Options include: security questions, Electronic signature and voice signature
- Touchless application process for security and ease of enrollment

MEDSUPP PLANS OVERVIEW

Allstate's MedSupp Insurance plans offer options A, F, HDF, G and N. Our plans provide the industry-standard level of MedSupp benefits that you already expect.

 **Individual Health** 800.765.1710  individualdept@pipac.com

Unlimited Aflac Med Supp incentives? Time to spring into action!



Grow your clients' peace of mind — and your earnings, too!

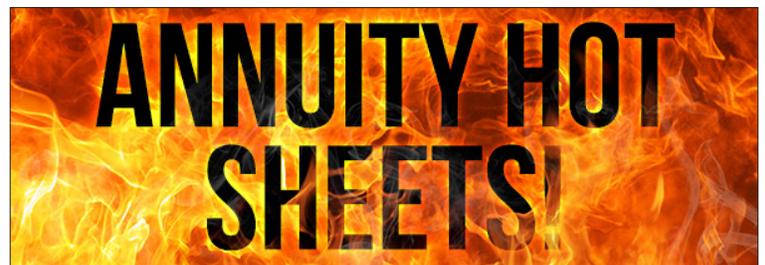
Unlimited Earning Potential
\$100 Per Underwritten Case
\$50 Per Non-Underwritten Case

Qualify when you reach just three issued policies in a month.

There's no limit to what you can earn this spring!
Pays out each month for April, May, and June 2023

*Excludes guaranteed issue and underage disability business. Issued cases must be underwritten during open enrollment and specific to Aflac Medicare Supplement Insurance underwritten by Tier One Insurance Company, a subsidiary of Aflac Incorporated. To be considered qualifying business, applications must be submitted and issued between 4/1/2023 and 6/30/2023. Qualifying cases will be evaluated and paid on a monthly basis. Agent must be actively appointed and remain in good standing with Aflac throughout the duration of the contest period.

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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.

Get signed up today!

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