

## HEALTHPARTNERS & DELTA DENTAL INTEREST?

Interested in learning more information about what HealthPartners and Delta Dental has to offer?



Scan this QR code to fill out a form to get more information.

Contact Mackenzie at [mackenzie@pipac.com](mailto:mackenzie@pipac.com) if you have any additional questions!



### GREG MOTIVATOR OF THE MONTH

All personal, achievement starts in the mind of the individual.

Your personal achievement starts in your mind. The first step is to know exactly what your problem, goal, or desire is."

-W. Clement Stone

## Life Department SPOTLIGHT



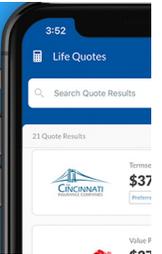
MARAH started with PIPAC in September of 2017. Marah is responsible for reviewing applications to ensure accuracy, identifying missing information and submitting it to insurance carriers. She also assists with

building relationships with agents and carrier underwriting staff. In her spare time, Marah enjoys reading, going for walks along the beach, and spending time with family and friends.

## 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



# September 2023

Monday	Tuesday	Wednesday	Thursday	Friday
28	29	30	31	1
4	5 ACE Med Supp Webinar	6 Aflac Med Supp Webinar	7 Allstate Med Supp Webinar	8 LIVE FROM PIPAC
11 Fall CE: Cedar Rapids	12 Fall CE: Bettendorf Wellabe & Lumico Med Supp Webinar	13 Fall CE: Ankeny Medicare Webinar	14 Fall CE: Cedar Falls WoodmenLife Med Supp Webinar	15
18	19 Fall CE: Sioux Falls	20 Fall CE: Sioux City	21	22 LIVE FROM PIPAC
25	26 Fall CE: Rapid City Humana & MAC Med Supp Webinar	27 ABL Med Supp Webinar	28 Uncovering Med Supp Webinar	29 Aetna 2024 AEP MST Training

## PIPAC News/Events

### Small Group

10/1/2023 Effective Dates:

Wellmark and United Healthcare (UHC) new group, renewal and plan change paperwork is due to PIPAC by Friday, September 15. 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.



**9/8/2023 9:00 am**

**9/22/2023 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!**

## 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.**



## UPDATED MARKETING COMPLIANCE RULES

Each year, CMS reviews their policies for Medicare Advantage and Part D, proposes changes, then issues a final ruling on what's changing for the upcoming plan year. It shouldn't come as a surprise that CMS finalized most of their proposed changes for 2024; however, they did soften several of them. A few of the proposed provisions were not included in the Final Rule; CMS has stated they may address these in future rulemaking.

**For questions or more info, contact the Marketing Department.**



Group Health  
800.765.1710



[SGsales@pipac.com](mailto:SGsales@pipac.com)  
[LGsales@pipac.com](mailto:LGsales@pipac.com)



Marketing  
800.765.1710



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



## INTRODUCING DELTALIFE™ ANOTHER REASON TO PARTNER WITH DELTA DENTAL

To provide your clients with affordable voluntary and employer-paid life insurance and disability coverage, Delta Dental of Iowa has partnered with a top life insurance company – OneAmerica®. With DeltaLife™ plans your clients can ensure their employees have access to cost-effective, flexible solutions to help them during life’s most difficult times.

DeltaLife plans include options for both small businesses and larger employers:

- Life insurance with accidental death and dismemberment (AD&D)
- Short-term and long-term disability
- One lump sum disability

Features of the DeltaLife plans include:

- Competitive pricing - standard and preferred rates that vary by industry
- Underwritten plans available with relaxed underwriting for employers with 50 or less employees
- Convenient online claims submission for employers and employees
- Informative reporting capabilities for employers

Additional benefits with DeltaLife that will help provide employees even more peace of mind include:

- Employee Assistance Program (EAP)
- Travel Assistance Program
- Family and Medical Leave Act (FMLA) Administration

Visit [deltadentalia.com/life](http://deltadentalia.com/life) for more information on DeltaLife. For a quote, contact your Delta Dental account executive today!

Contact us today to learn more!

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



## 2024 WELLMARK BLUE MEDICARE ADVANTAGE (MAPD) & MEDICAREBLUE RX (PDP)

### Certification is Now Live!

All Wellmark Blue Cross and Blue Shield (BCBS) agents servicing, marketing, or selling 2024 MedicareBlue Rx plans or Blue Medicare AdvantageSM plans must complete 2024 certification. To ensure that agents are compliant with guidelines from the Centers for Medicare & Medicaid Services (CMS), Wellmark BCBS is providing annual certification online through the Medicare Training and Certification Center.

The Medicare Training and Certification Center will house links to the Pinpoint Medicare Certification System and Wellmark BCBS product training for both MedicareBlue Rx and Blue Medicare AdvantageSM for easy accessibility and completion.

1. Medicare Basics Training - If you have completed AHIP for 2023, you will want to upload a copy of your AHIP certificate. If you are not certifying for other carriers and not taking AHIP, you will need to complete your Medicare Basics Training through the PinPoint Global training site. The cost will be \$95 this year.
2. Complete the Product training assigned to you and the FWA Training Attestation:
  - MedicareBlue Rx: There are two certification tracks - one for Individual MedicareBlue Rx and the other for Group MedicareBlue Rx. Agents may be assigned to one or both tracks.
  - Blue Medicare AdvantageSM: Training is state specific for Iowa, South Dakota, or both depending on the state(s) an agent is appointed. Agents will be assigned the Individual Blue Medicare AdvantageSM and/or the Group Blue Medicare AdvantageSM track for your appointed states(s). Please complete all courses assigned to you.

New to the certification this year is the Third Party Marketing Organization Attestation. We have been advised that, at the bottom of the form, the Organization name should be the Agency name the agent conducts business under. If the agent does not use an Agency name, they should use PIPAC. This applies to both PDP and MAPD.

Note: All portions of training must be completed before you are certified to service, market or sell the 2024 MedicareBlue Rx product and Blue Medicare AdvantageSM product. Marketing for these new plans cannot take place prior to October 1st.

Contact us today to learn more!

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

# ANNUITY HOT SHEETS!

## 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!

 Life Dept.  
800.765.1710

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

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

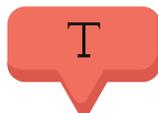


Almost every aspect of our lives is influenced by social media. Insurance is no different. Statistics show that agents engaged in social media are outselling their peers who aren't. PIPAC has created images for you as an agent to use. Be on the look out for new content regularly!

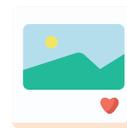
### SO EASY TO USE!



Click to download



Copy Text



Post it!

**FOLLOW US**



[PIPAC.COM](http://PIPAC.COM)

800.765.1710

# Integrity Marketing Group Broker Support Pilot Program

Beginning 8/11/23



Wellcare Broker Support is proud to present Integrity Marketing Group:  
A new, enhanced way to interact with our Broker Support Call Center

 This program was designed to improve your Wellcare Broker Support experience:

- Premier program for Integrity Marketing Group agents and brokers only.
- Includes all agents and brokers within the Integrity Marketing Group hierarchy.
- Covers MA, D-SNP, and PDP products.
- Go live is 8/11/23



## What is the Pilot Program?

Broker Support is expanding all types to support most Customer Service call reasons, such as:

PCP changes

Demographic updates

Address updates not included as those may change service area

Member must be on the phone for any demographic updates or changes

Simple billing questions

No payments accepted or updating payment types

Benefit and ancillary questions

Review current member benefits

Claims questions are excluded



The program is not a replacement for Centene Workbench self-service items.

- Book of Business section will display member's enrollment status for both the agency and downline.
- Application section will display "Application Status" for broker and their downline. Users can upload supported applications review any RFI for the agency or their downlines.
- My Credential section displays the agency and their downline's status and certifications, and allows them to manage their license and view downline licenses and credentials.
- Dashboard section enables users to view alerts and widgets to manage their business, status, and credentials/
- Workflows for hierarchy changes allows user to manage brokers who are within the downline and directly report to Integrity Marketing Group.
- Termination and Release feature allows users to manage brokers who directly report to Integrity Marketing Group.
- Onboarding Field Broker Feature enables individual and bulk onboarding.