

Marketing Department SPOTLIGHT



CASEY started with PIPAC in May of 2018 he is the Director of Sales & Marketing. Casey drives the sales and marketing efforts of the company through planning and executing initiatives

for sales growth, developing marketing campaigns for recruiting, sales and education, and cultivating carrier and agent partner relationships. In his free time Casey enjoys golfing, refereeing basketball, and watching his son play baseball. His favorite sports teams are the Vikings, Hawkeyes, and Cubs.



GREG MOTIVATOR OF THE MONTH

"All personal achievements 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

PIPAC.COM

Spring into Security
with Aflac's Final
Expense Incentive



BLOOM WITH BENEFITS

This quarter, let the renewing spirit of spring inspire you to secure not just financial rewards, but peace of mind for the families you serve.

From April 1, 2024, to June 30, 2024, Aflac offers you the chance to be more than a provider; be a protector with our Final Expense policies.

REWARD

EARN

Place 3 policies	\$200
Place 6 policies	\$500
Place 10 policies	\$1,000

Cultivating Success:

- Rewards are disbursed the month following the contest's conclusion, ensuring your hard work is recognized swiftly.
- We value the longevity of support you provide: thus, policies must remain active in order to count towards your total.
- Eligibility hinges on active agent status and compliance with Aflac's standards of excellence.

Blossom this spring with Aflac's Q2 Incentive!

Contact our Life Department today
if you have any questions!



Life Dept.
800.765.1710



sales@pipac.com

800.765.1710

May 2024

Monday	Tuesday	Wednesday	Thursday	Friday
29	30	1 Med Sup Webinar Allstate	2	3 LIVE FROM PIPAC
6	7	8 Med Sup Webinar HUMANA	9 Spotlight on Bankers Fidelity	10
13	14 Med Sup Webinar MAC ABL	15	16 Med Sup Webinar Aflac	17 LIVE FROM PIPAC
20 How to Present Hospital Indemnity	21 Plan N for the Win!	22 Mastering the Mystery of Med Sups Webinar Part One	23 The Art of Presenting Short-Term Care	24
27	28 Med Sup Webinar Lumico Wellabe	29 New Agent Training	30 Mastering the Mystery of Med Sups Webinar Part Two	31 LIVE FROM PIPAC

PIPAC News/Events

Small Group

6/1/2024 Effective Dates:

Wellmark and United Healthcare (UHC) new group, renewal and plan change paperwork is due to PIPAC by Wednesday May 15th. All 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.



5/3/2024 9:00 am
5/17/2024 9:00 am
5/31/2024 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 Jennifer Wahl at

jwahl@pipac.com to sign up for these webinars!

WHAT IS SHORT-TERM CARE INSURANCE?

Short-Term Care Insurance provides coverage for in-home care, assisted living, and nursing home stays, typically ranging from several weeks to a year. It is designed for individuals who need assistance with activities of daily living due to an illness or injury, or have a cognitive impairment.

Why offer Short-Term Insurance to your clients?

Flexible coverage options: Benefits for income care, assisted living, nursing home, and a cash benefit to pay family and friends.

Accessible coverage: STCi is affordable coverage that, due to its two-tiered underwriting, is available to more clients with health concerns.

Valuable benefits: STCi provides benefits typically not covered by other insurance. The built-in prescription drug benefit and optional Hospital Indemnity rider on STCi are especially attractive to Medicare beneficiaries.

Contact our Individual Department today!

319.277.8541 | 1.800.765.1710



NOW CONTRACTING AGENTS WITH UNL

UNL offers:

- UNL Home Health Care Shield
- UNL Cancer Shield 2.0
- And more!

Contact Casey or Scott to learn more!

319.277.8541 | 1.800.765.1710



WOODMENLIFE MEDICARE SUPPLEMENT INSURANCE, COVERAGE YOU CAN RELY ON

WoodmenLife has been earning consumer trust since 1890 by taking a long-term approach to financial stability. Now there's WoodmenLife Medicare Supplement plans that can help manage your health care expenses. Plus, get exclusive benefits only available to WoodmenLife members.

WoodmenLife Medicare Supplement Plan Benefits

- Available plans A, F, G, high-deductible G, and N can help you fill some of the gaps in Medicare coverage
- Go directly to your doctors — no pre-certification or pre-authorization is needed for care. Visit any provider that accepts Medicare
- 12-month rate guarantee —no rates increases for the first 12 months, as long as premiums are paid

Member Benefits to Help Your Family Get More Out of Life Now

- Free, easy-to-use online legal templates to create wills, power of attorney and healthcare directives
- Everyday shopping discounts at 30,000 retailers nationwide
- Financial assistance to help rebuild your home after a natural disaster
- \$25,000 for families of First Responder members who die in the line of duty

The Value of Financial Peace of Mind

WoodmenLife offers several plan options that can help you fill some of the gaps in Medicare coverage. You can choose any provider that accepts Medicare, at a location that is convenient for you. Plus, when you purchase a WoodmenLife Medicare Supplement plan, you become a member, which grants you access to exclusive member benefits.



MEDICARE IS CONFUSING. GIVE YOUR CLIENTS A CLEAR CHOICE.

Our members stay with us on average more than seven years. It could be due to our exceptional claims performance, a solid provider network, five-star customer service and our competitive plan models.

But we think it's also because of agents like you, who care enough about their clients to offer the best options available. This is your opportunity to represent MediGold MercyOne Health Plan of Iowa.

Here's why your clients will want to go with us:

- Highly rated member service - we still have 155 members who joined when we started in 1997.
- 99% of claims paid accurately with 30 days
- Comprehensive provider network
- Part of the Trinity Health family brands which serves over 45,000 Medicare beneficiaries
- Competitive plan models, including:
 - Monthly cash back on select plans
 - \$0 deductible on medical services
 - \$0 PCP copays
 - \$0 lab copays
 - Low out - of - pocket maximums
 - Extra benefits such as vision, hearing, dental, and gym membership
 - And much more

Started in 1997 by MediGold to serve the needs of seniors and other eligible for Medicare, Trinity Health is not-for-profit, faith-based, and provider-sponsored.



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

ONLINE NEWSLETTER!



Want to access present and past PIPAC monthly newsletters?

Scan the QR or check out the PIPAC website!

www.pipac.com/newsletter

CSG Actuarial

AN INTEGRITY  COMPANY

Are you restricted on which carriers you can quote?

To ensure you are selecting the right plan for each client, use a quoting system that allows you access to review all carriers.

Get access to 100% of products available in every zip.

Contact Kenny Bruington today!

319.268.7104 | kenny@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!

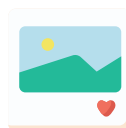
SO EASY TO USE!



Click to download



Copy Text



Post it!

FOLLOW US



Facebook
PIPAC



Instagram
[pipac_brokerage](https://www.instagram.com/pipac_brokerage)



LinkedIn
PIPAC

PIPAC.COM

800.765.1710



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 Teri Trask our keynote speaker, for sharing her insights and expertise with us. We appreciate the time and effort she 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.





Health & Life Insurance Brokerage

1304 Technology Pkwy, Ste 200
Cedar Falls, IA 50613
www.pipac.com

PIPAC STAFF — Your Health and Life Insurance Experts

Agency Services



Greg Saul
President
800-765-1710
greg@pipac.com



LeaAnn Saul
Vice President
800-765-1710
leaann@pipac.com



Scott Kipp
Vice President
319-268-7128
scott@pipac.com



Josie Petersen
Vice President
319-268-7111
josie@pipac.com



Casey Hoffert
Director of Sales &
Marketing Manager
319-268-7116
casey@pipac.com



Jenny Anderson
Senior Contracting &
Licensing Specialist
319-268-7121
jenny@pipac.com



Joanie Shirley
Agency Relations
Coordinator
319-268-7118
joanie@pipac.com



Jennifer Wahl
Executive
Assistant
319-268-7123
jwahl@pipac.com

Individual Health Department



Beth Marcellus
Ind. Health Specialist
319-268-7103
beth@pipac.com



Abbey Hatton
Ind. Health Specialist
319-268-7127
abbey@pipac.com



Jennifer Schmidt
Ind. Health Specialist
319-268-7126
jennifer@pipac.com



Cheyenne Ramirez
Ind. Health Specialist
319-268-7125
cheyanne@pipac.com

Group Health Department



Amy Brant
Group Health
Manager
319-268-7108
amy@pipac.com



Jan Evert
Large Group
Health Specialist
319-268-7117
jan@pipac.com



Katie Camarata
Group Health
Specialist
319-268-7107
katie@pipac.com



Jessica King
Group Health
Specialist
319-268-7109
jessica@pipac.com

Life Department



Justin Wagner
Life & Annuity
Manager
319-268-7114
justin@pipac.com



Eliza Marks
Life & Annuity
Case Manager
319-268-7113
eliza@pipac.com



Austin Hills
Life Department Sales
319-268-7112
austin@pipac.com



Sherry Saul
Commissions
Specialist
319-268-7124
sherry@pipac.com



Jodi Fabrizio
Accountant
319-268-7110
jodi@pipac.com

Sales



Michael Licht
Sales Support
319-268-7122
michael@pipac.com

Marketing



Mackenzie Jepsen
Marketing Project
Coordinator
319-268-7133
mackenzie@pipac.com



Carlee Dove
Marketing/Designer
319-268-7132
carlee@pipac.com

Tech



Kenny Bruington
Agent Tech
Coordinator
319-268-7104
kenny@pipac.com