

# Monthly Update

www.pipac.com

Iowa & South Dakota • August 2021



## EXTENDED THROUGH JANUARY 1, 2022!

Delta Dental of Iowa is committed to helping small businesses offer employees access to dental and vision plans, so they want to reward you for prioritizing the health and wellness of small businesses in 2021. For every qualifying small business plan you sell with an effective date between **April 1 and January 1, 2022**, you'll get twice the commission for a full 12 months!

### How It Works

FROM APRIL 1, 2021 – JANUARY 1, 2022



Dental commissions  
double from 8% to 16%<sup>2</sup>



Vision commissions  
double from 10% to 20%

The double commission will be paid for all new small business dental and/or vision plans sold.

## Options For Any Small Business

1. If a group is submitted on a new application - and they have not had an in-force Delta Dental of Iowa plan in the past 60 days - they are considered new business and qualify for the double commission
2. Commission for Delta Dental Employee Choice plans will double from 10% to 20%.

## Save the Date!

PIPAC's Fall CEC's are coming soon! Make sure to check the dates listed below for when we'll be near you!

September 16 • Rapid City, SD

September 20 • Cedar Rapids, IA

September 21 • Bettendorf, IA

September 22 • Des Moines, IA

September 28 • Sioux Falls, SD

September 29 • Sioux City, IA

September 30 • Cedar Falls, IA

If you'd like to register now, email Sidney at [sidney@pipac.com](mailto:sidney@pipac.com) or call 800-765-1710!

## 2022 Medicare Certification for Medicare Advantage and PDP Plans

Certification season is here. Make sure you get certified so you're ready when open enrollment arrives!

...Continued inside

## Gundersen Health System Locations in Iowa now In-Network for WHPI Members

...Continued inside

## Change to Iowa Continuing Education Classroom Requirements

Effective June 9, 2021, all Iowa resident insurance producers will be able to meet their continuing education (CE) requirement...

...Continued inside

# AUGUST 2021

Monday	Tuesday	Wednesday	Thursday	Friday
2 Wellmark Training Cedar Rapids	3 Wellmark Training Des Moines	4 Wellmark Training Sioux Falls	5	6 Wellmark Training Iowa Virtual
9	10	11 Wellmark Training South Dakota Virtual	12	13 Small Group Deadline
16	17	18	19	20 
23	24	25	26 PIPAC 40 <sup>th</sup> Anniversary	27
30	31	1	2	3 

## PIPAC News/Events

### SMALL GROUP DEADLINES

#### Small Group

9/1/2021 Effective Dates:

WM, UHC/UHC Heritage new group, renewal and plan change paperwork is due to PIPAC by **Friday, August 13. 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.

### LIVE FROM PIPAC, IT'S FRIDAY MORNING

at 9:00 am CT

Friday,  
August 20th

Friday,  
September 3rd

Contact Sidney at [sidney@pipac.com](mailto:sidney@pipac.com) to sign up for this webinar or to find out more about upcoming Facts and Snacks!



Celebrate  
with Us!

PIPAC'S 40<sup>TH</sup>  
ANNIVERSARY  
OPEN HOUSE

THURSDAY, | 4PM - 8PM  
AUGUST 26 | PIPAC OFFICE

FOOD • DRINKS • PRIZES

1304 TECHNOLOGY PARKWAY • CEDAR FALLS, IA  
RSVP APPRECIATED BUT NOT REQUIRED  
CALL 800.765.1710 OR VISIT PIPAC.COM/40YEARS

## Plan Year 2022 FFM Registration and Training Coming in August

The plan year 2021 Federally-Facilitated Marketplace (FFM) registration and training for agents and brokers will close on the Marketplace Learning Management System (MLMS) on Monday, August 2, as they prepare to launch registration and training for 2022. This is the training and certification that agents must complete to be able to sell Individual and Family Plans thru the Marketplace on Healthcare.gov.

Due to the 2021 Special Enrollment Period (SEP) that is currently available through August 15, 2021, the Centers for Medicare and Medicaid Services (CMS) has determined that plan year 2022 FFM registration and training will be available after the SEP has ended on August 15, 2021.

PIPAC will be sending updates out regarding the launch of 2022 certification as we receive notification! If you have any questions, please contact Individual Health Department at 319-277-8541.

## 2022 Medicare Certification for Medicare Advantage and PDP Plans

AHIP is available now; but, if not taken through a carrier portal, it will cost \$175.00.

Aetna and SilverScript (AHIP is required) available as of June 29. Both the Aetna and SilverScript can be taken through the same training portal. AHIP will cost \$125.00 if taken through Aetna (so long as you are contracted with Aetna).

UHC Medicare is available as of June 28. AHIP is NOT required, but if you do take AHIP first you can transfer AHIP credit over to satisfy some of the UHC Training modules.

WellCare/Centene available July 7. AHIP is required and will cost \$125.00 if taken through WellCare/Centene (so long as you are contracted with WellCare/Centene).

MedicareBlue Rx does not require AHIP but again, credit can be transferred if AHIP is taken. Note: if you are ONLY taking the MedicareBlue Rx through PinPoint Global, cost will be \$90.00.

2022 Medicare Certification will continue to be updated as information become available. For the most current information or with any questions or concerns, visit [www.pipac.com/Certification\\_Central](http://www.pipac.com/Certification_Central) or contact Carol at [carol@pipac.com](mailto:carol@pipac.com), Beth at [beth@pipac.com](mailto:beth@pipac.com) or the Individual Department at 319-277-8541.

## Gundersen Health System Locations in Iowa now In-Network for WHPI Members

Effective July 1, 2021, Gundersen Health System locations in Iowa are in-network for Wellmark Health Plan of Iowa (WHPI) members (Blue HMO).

Gundersen Health system locations OUTSIDE of Iowa are considered out-of-network locations for WHPI members unless authorized by the member's health plan.

Before seeking treatments members should log in to myWellmark to search for in-network care.

## Change to Iowa Continuing Education Classroom Requirements

Effective June 9, 2021, all Iowa resident insurance producers will be able to meet their continuing education (CE) requirement through classroom, classroom equivalent, or self-study method courses. Producers must still complete 36 total credits including 3 of those credits on the topic of ethics. The requirement to complete 18 hours of classroom CE will be removed from Iowa regulations. Producers will continue to have the ability to take classroom or classroom equivalent courses if they so choose.

### As a reminder of the unchanged CE requirements:

- A producer who chooses to take a self-study course must correctly answer 70 percent of the questions presented and then submit an affidavit to the CE provider stating that the examination was independently proctored and completed without any outside assistance. CE providers may develop virtual proctoring to satisfy the independent proctor requirement.
- A resident producer may elect to comply with the CE requirements by taking and passing the appropriate licensing examination for each line of authority held by the producer.
- A producer is not able to receive credit for the same course twice in one CE term. A producer is not allowed to carry over CE credits earned in excess of the producer's CE term requirement.
- Insurance producers who are only licensed with the crop line of authority must complete 18 total CE credits including 3 credits on the topic of ethics. Public Adjusters must complete 24 total credits of CE including 2 credits on the topic of ethics every 2 years.

For a full list of CE requirements please see: Iowa Administrative Code Chapter 191.11.

If you have any questions regarding this notification please contact producer licensing at: [producer.licensing@iid.iowa.gov](mailto:producer.licensing@iid.iowa.gov).



## PIPAC's 2021 Retirement Healthcare Cost Estimator

Plans F, G and N are available in City and Country themes for Iowa and South Dakota.

**GET YOURS ORDERED AND CUSTOMIZED TODAY!**

To order, please call Josie at 800-765-1710 or email her at [josie@pipac.com](mailto:josie@pipac.com)



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

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## PIPAC STAFF – *The Health Insurance Experts*



**Beth Marcellus**  
Individual Health  
Under 65  
319-268-7103  
beth@pipac.com



**Carol Blythe**  
Individual Medicare  
Specialist  
319-268-7125  
carol@pipac.com



**Abbey Hatton**  
Individual Health  
Under 65  
319-268-7127  
abbey@pipac.com



**Amber Piper**  
Group Department  
Manager  
319-268-7108  
amber@pipac.com



**Jan Evert**  
Large Group Account  
Manager  
319-268-7117  
jan@pipac.com



**Erin Wentzien**  
Group Health  
Specialist  
319-268-7107  
erin@pipac.com



**Heather Klein**  
Group Health  
Specialist  
319-268-7104  
heather@pipac.com



**Scott Kipp**  
Operations Manager  
319-268-7128  
scott@pipac.com



**Casey Hoffert**  
Director of Sales  
and Marketing  
319-268-7116  
casey@pipac.com



**Josie Petersen**  
Agency Relations  
Manager  
319-268-7111  
josie@pipac.com



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



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



**Sidney Dilly**  
Executive Assistant  
319-268-7118  
sidney@pipac.com



**Brianna Schaefer**  
Agency Relations  
319-268-7123  
brianna@pipac.com