

# Monthly Update

www.pipac.com

Iowa & South Dakota • September 2021

## Wellmark Small Group Updates

### | Forms

#### IOWA:

- Group Employer Application for ACA Small Business Plans  
• (N-53292 07/21 AN-T)
- Employee Application for ACA Small Groups  
• (N-5431 07/21 AN-T)
- Group Membership Change Form for Small Group ACA Plans  
• (N-4314 07/21 AN-T)

#### SOUTH DAKOTA:

- Group Employer Application for ACA Small Business Plans  
• N-33135 07/21 AN-T
- Employee Application for ACA Small Groups  
• N-33138 07/21 AN-T
- Group Membership Change Form for Small Group ACA Plans  
• N-33153 07/21 AN-T

### | Bonus Opportunities

Agents can receive a one-time bonus for new sales on small groups with at least five contracts

- **\$500** for each new group 5-14 contracts
- **\$1,500** for a new group with 15+ contracts

## HealthPartners UnityPoint Health Medicare Advantage Webinar

Tuesday, September 7, 2021 • 10 a.m. - 11 a.m.

AEP is fast approaching which means new products are hitting the market! With benefits like low out of pocket maximum limits, matching in and out of network cost sharing, \$0 copays on tier 1 and 2 drugs, and more, HealthPartners UnityPoint Health has a line up of products to help you meet your clients' needs!

HealthPartners UnityPoint Health is holding a webinar on Tuesday, September 7 at 10 a.m. to showcase their highly rated Medicare Advantage products. They'll talk about reasons to offer Medicare Advantage, popular supplemental benefits, market trends and more. This is a webinar you won't want to miss!

Contact Sidney at 800.765.1710 or [sidney@pipac.com](mailto:sidney@pipac.com) to register today!

## Register Now for PIPAC's Fall CE Workshops!

PIPAC's Fall CE Workshops are fast approaching! Seating is

**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

limited so register today so you don't miss out!

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

### Additional Upcoming Classes

Sign up for UnitedHealthcare's and Aetna's 2022 Medicare Product classes taking place at PIPAC in September!

...Continued inside

### 2022 Wellmark MAPD and MedicareBlue RX (PDP) Certification is Now Live!

To access the Wellmark MAPD and MedicareBlue RX Certification, go to [www.pipac.com/BlueRXcert...](http://www.pipac.com/BlueRXcert...)

...Continued inside

### AENTA AFA Update

Effective 9/1 AETNA's new portfolio has enhanced Mental Health & Substance Abuse benefits.

...Continued inside

# SEPTEMBER 2021

Monday	Tuesday	Wednesday	Thursday	Friday
29	30	1	2	3 
6 <b>Labor Day PIPAC Closed</b>	7 HealthPartners UnityPoint Health Webinar	8	9 Aetna's 2022 Local Market Training	10
13	14	15	16 Rapid City, SD Fall CE Workshop	17 
20 Cedar Rapids, IA Fall CE Workshop	21 Bettendorf, IA Fall CE Workshop	22 West Des Moines, IA Fall CE Workshop	23	24
27	28 Sioux Falls, SD Fall CE Workshop	29 Sioux City, IA Fall CE Workshop	30 Cedar Falls, IA Fall CE Workshop	1 

## PIPAC News/Events

### SMALL GROUP DEADLINES

#### Small Group

10/1/2021 Effective Dates:

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

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

at 9:00 am CT

**Friday,  
September 3rd**

**Friday,  
September 17th**

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!

## Additional Upcoming Classes and Webinars at PIPAC in September!

### UnitedHealthcare® 2022 AEP Product Rollout

Thursday, September 16th, 2021 1:00PM-3:00PM

Help your members make the most of their UnitedHealthcare® plans by learning about the latest benefits, plans and resources available to them. We remain committed to delivering an affordable, reliable and easy experience for all members.

### Aetna's 2022 Local Market Training for MAPD plans

Thursday, September 9th, 2021 • 9 a.m. - 11 a.m.

#### Topics Covered:

2022 Midlands Market  
Ascend application  
National overview  
Resources/Tools

If you are planning to sell UnitedHealthcare's or Aetna's Medicare products for the 2022 plan year, **you are required to attend this training!**

**If you have any questions or would like to sign up now for these events, please contact Sidney at 800.765.1710 or [sidney@pipac.com](mailto:sidney@pipac.com).**

# 2022 Wellmark MAPD and MedicareBlue RX (PDP) Certification is Now Live!

To access the Wellmark MAPD and MedicareBlue Rx Certification, go to [www.pipac.com/BlueRXcert](http://www.pipac.com/BlueRXcert). ALL users will be required to register regardless of previous MedicareBlue Rx certification status.

**Remember if you are going to be selling for multiple Carriers you will want to complete AHIP through Aetna or WellCare first before taking the Wellmark MAPD and Blue RX certification as it will save you time and money!**

**If you have NOT taken AHIP, you will have to register and pay to take the PinPoint Global Medicare Training. You will then see the following REQUIRED courses:**

1. Part 1-Original Medicare Basics
2. Part 2-Medicare Compliance & Sales Oversight
3. Part 3 Fraud Waste and Abuse
4. Medicare Final Exam

**IMPORTANT!** Once these parts are completed you will then need to return to the original PinPoint Global page and complete the remaining REQUIRED trainings:

#### **MAPD:**

1. Wellmark Medicare Advantage Health Plan Product Training
2. Wellmark Advantage Health Plan Product Exam
3. Compliance and FWA Attestation

#### **BlueRx:**

1. MedicareBlue Rx Enrollment and Disenrollment Course
2. MedicareBlue Rx Products Course
3. MedicareBlue Rx Products Exam
4. Compliance and FWA Training Attestation

#### **If you have already taken AHIP:**

If you have already completed AHIP you will have to click on the following items:

1. Click on "Click Here" under Medicare Training
2. Click on "Import Medicare Certificate of Completion"
3. You will see a pop-up box where you will need to upload your AHIP Certificate

**You will then be directed to complete the following REQUIRED courses:**

#### **MAPD:**

1. Wellmark Medicare Advantage Health Plan Product Training
2. Wellmark Advantage Health Plan Product Exam
3. Compliance and FWA Attestation

#### **BlueRx:**

1. MedicareBlue Rx Enrollment and Disenrollment Course
2. MedicareBlue Rx Products Course
3. MedicareBlue Rx Products Exam
4. Compliance and FWA Training Attestation

If you have any questions, please contact Carol at [carol@pipac.com](mailto:carol@pipac.com) or Beth at [beth@pipac.com](mailto:beth@pipac.com) or you may call the Individual Health Department at 319-277-8541.

## AENTA AFA Update:

- Effective 9/1 AETNA's new portfolio has enhanced Mental Health & Substance Abuse benefits.
  - Services Covered in Full prior to the deductible being met (unless on an HSA plan)
    - Outpatient Mental Health & Substance Abuse Office Visits
    - Outpatient Mental Health & Substance Abuse Telemedicine Visits
- They have added these features so cost is not a barrier to members receiving the care they need for mental health.
- The AFA plans also have a full Employee Assistance Program built in.

### Employee assistance program

Members can meet with a counselor in confidence by phone, video or in person about work, family or personal issues. And get legal help, financial assistance and referrals to local psychologists.

### Phone and video counseling

During the 8-week AbleTo program, members get personalized counseling by phone or video, on their schedule, to help manage overwhelming health and life events, and find treatment that works.

### Mental well-being resource

The MindCheck<sup>®</sup> tool asks 4 quick questions to help members gauge their emotions, identify triggers and avoid stress. So they can check into their well-being today and improve it over time.



Health & Life Insurance Brokerage

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