

Time is your most important resource. Especially during Annual Enrollment Period



You are pulled in many directions...

Talk to Clients Very Leads Stay Build Build Konitor Progress Produce Produce Progress Produce Relationships

Get SOA Manage Client Compliant



How can you spend more time on what matters, and less time on "busy work"?



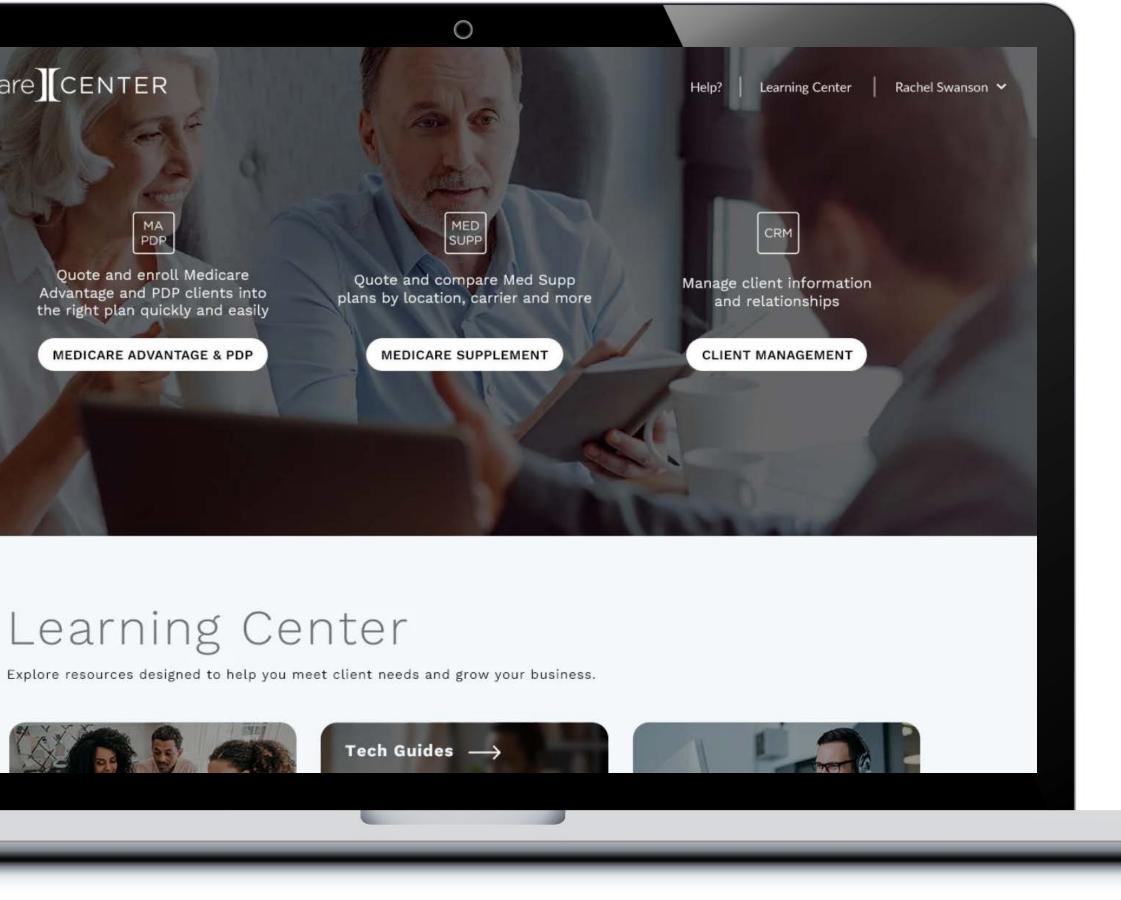
Medicare CENTER

welcome to the new



Built to help agents...







... save time, and produce more.

Manage Clients

Quote

Enroll



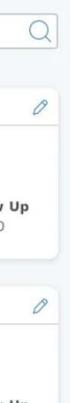
Simplified CRM Client Relationship Management

- Simply manage clients electronically, on any device!
- Track clients regardless of enrollment or quoting tool
- Create a new client with just email or phone number
- Plan communications and next steps



care][CENTER		0	1	Help? Lear	rning Center
Client	Mana	gement			
← BACK 45 Clients ADD NEV	N	Filter	r: <u>Name</u> Sort by:	<u>First Name Asc</u> 🗸	Search
Dave Iverson	Ø	Michelle Smith	Ø	Mike Blanchard	
Status Enrolled Phone 553-665-6688	Follow Up 10-10-20	Status New (Q) Phone 801-344-8898	Follow Up 11-15-20	Status Enrolled Phone 651-344-8898	Follow 9-8-20
Alex Johnson	Ø	Jamie Sampson	Ø	Brad Anderson	
Status Sent eSignature <u>୯.</u> / Phone	Follow Up	Status Sent Scope 💭 Phone	Follow Up	Status Sent Scope ☑ Phone	Follow
	 EACK 45 Clients ADD NEX Dave Iverson Status Enrolled Phone 553-665-6688 Alex Johnson Status Sent eSignature 	Client Mana Client Mana Clients Tock Abd New Dave Iverson Status Enrolled Phone Status Enrolled Phone Status Enrolled Status Status Status Sent eSignature	Care][CENTER Client Management Management Management Management Management Management Management Status Sent esignature Col	Care CENTER Client Management Client Management Status Sent eSignature Client Client Client Management Client Management Client Management Client Management Client Management Status Sent eSignature Client Client Client Client Client Client Management Client Management Client Management Client Management Client Management Client Management Client Management Client Management Client Client Client Client Management Client	Care CENTER Heg? Client Management Client Management Client Management Client Management * Clent * Clent * Clent * Clent * DD NEW Filter: Name Sort by: Erst Name Asc ♥ * Enter Name Sort by: Erst Name Asc ♥ * Enter Name * Status * Entolled © * Phone * Follow Up * Status * Entolled © * Phone * Follow Up * Status * Entolled © * Phone * Follow Up * Status * Entolled © * Phone * Status



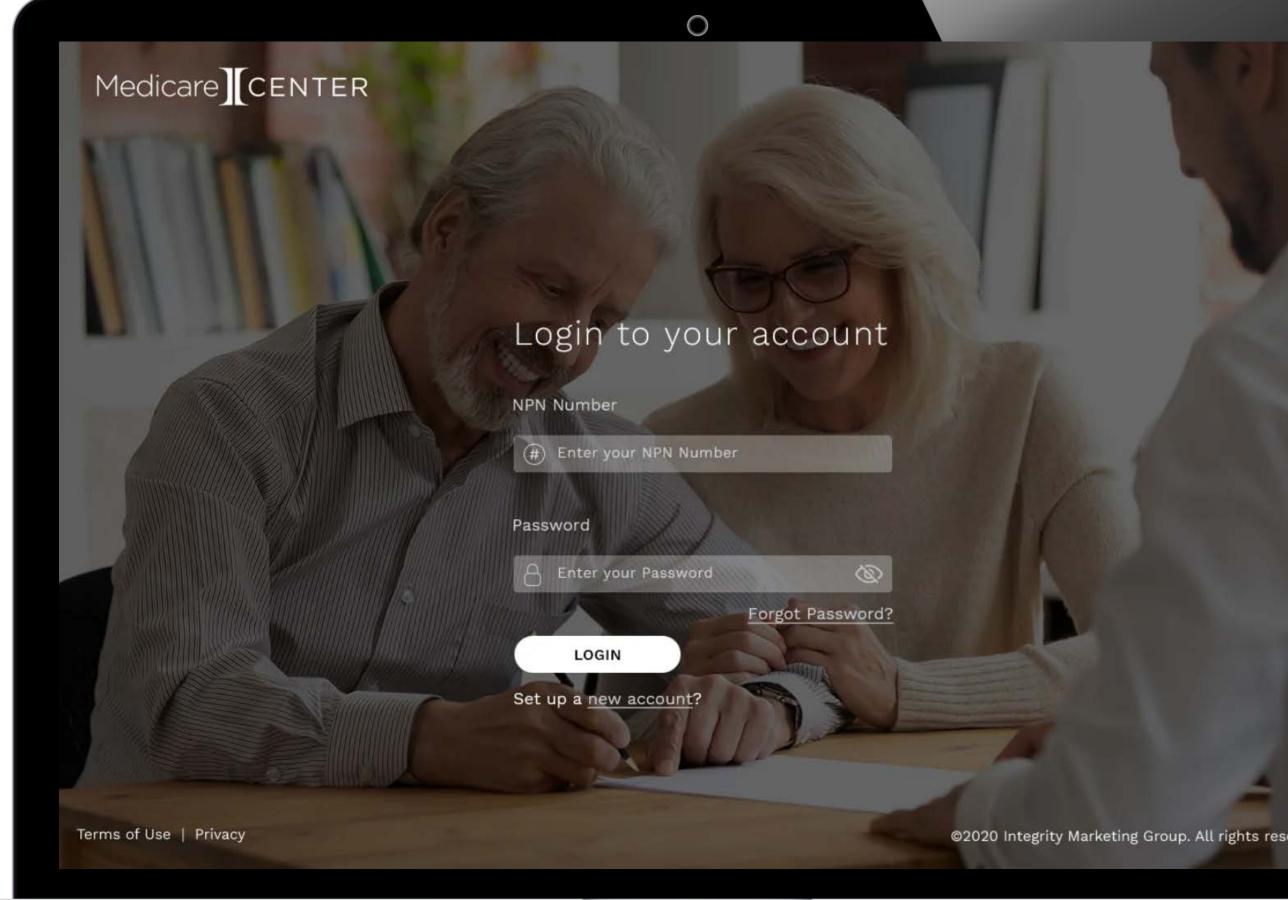




Universal Login

- Say goodbye to separate logins!
- One login to access the quoting and enrollment tools you need
- Easily reset passwords and manage admin communications
- Easily register and link your account









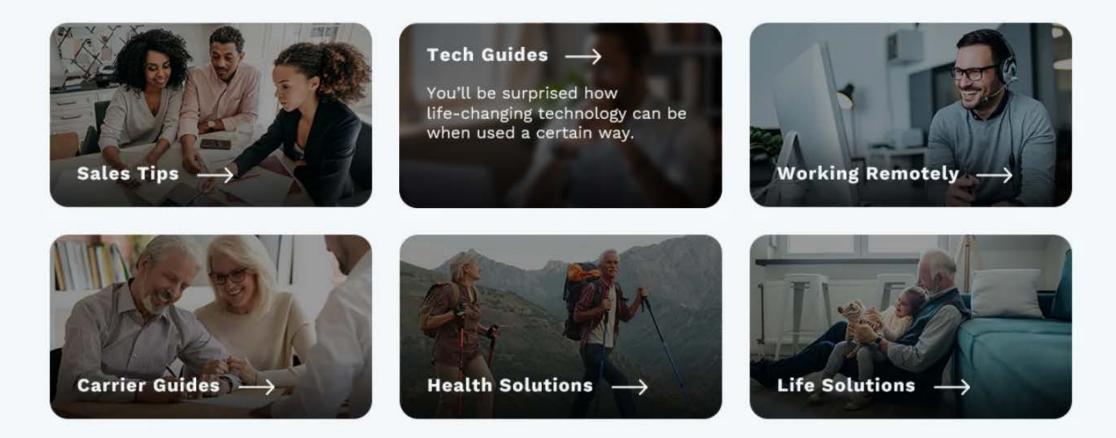
Learning Center

- Learn tips and industry best practices on-the-fly
- Easy access to guides and support to make using the new MedicareCENTER easy
- Get the latest carrier insights on products and requirements



Learning Center

Explore resources designed to help you meet client needs and grow your business.



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Medicare



Demonstration

- Link account via NPN number
- Reset password
- Login
- Click to Medicare Advantage and PDP enrollment tools:
 - MedicareAPP
 - MedicareLINK
- Click to CSG for MedSup quoting
- User menu
- Learning Center
- CRM
- CRM add/edit client information



Medicare CENTER

Welcome to MedicareCENTER

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A powerful new platform with all you need to increase production this AEP — enrollment tools, CRM, Learning Center and more!

GET STARTED \rightarrow

Already have an account? Login





C MedicareAPP

The most widely adopted Medicare shopping and enrollment solution. Supports 9 of the top 10 U.S. carriers. Supports millions of consumers every year.



MedicareLINK

Powerful new Medicare shopping and enrollment solution created by a team with more than 30 years combined experience running large retail Medicare brokerage.







MedicareLINK

Powered by Sunfire

- Search plans by clients' doctor and compare to their current health plan.
- Sign SOAs and applications via text or email.
- Enroll clients electronically on any device!
- Pick up where you left of with clients on-the-fly



Prospects for I Last name starts with First name		View all for last 30 days	View older prospects	Enrollments for the last 30 days
				o successful o incomple
	Last name	Disposition	Action	Dessumes
Karen	Hendrix		1	Resources
Jessica	Adkins		1	Messages
Jessica	Adkins	Sent scope	1	
Josh	Beneficiary	New	1	
Jake	Christensen	Not interested	8	
Sarah	Christy	Sent eSignature	I	
James	Conn		I.	
James	Conn	Left voicemail	I	
Jeff	Demo	Left voicemail	I	
Slam	Dunk	Previous 1 2 3 Next >	I	





Current Medicare plan			rmacy	
Enter plan name			nter pharmacy name	
			l order pharmacy	
		Yo	ur current pharmacy: Walgreens	
Plan costs Plan benefits				
x Primary (PPO)	ESTIMATED ANNUAL COSTS		Max. out-of-pocket: \$6,700	
fOregon	Total:	\$0	(in-network)	
	Health:	\$0	Health deductible:	\$0
	Drug:	\$0	Drug deductible: (excludes Tier 1 and 2 drugs)	\$300
nd doctors	\$0.00 Monthly premium			⊟Details
	ESTIMATED ANNUAL COSTS		Max. out-of-pocket: \$5,500	
IO (HMO) f Oregon	Total:	\$0	(in-network)	
	Health:	\$0	Health deductible:	\$0
	Drug:	\$0	Drug deductible: (excludes Tier 1 and 2 drugs)	\$200
nd doctors	\$0.00 Monthly premium			≣ Details
			Max. out-of-pocket: \$5,900	
+ RX (HMO)	ESTIMATED ANNUAL COSTS Total:	\$0	(in-network)	
	Health:	\$0	Health deductible:	\$0
	Drug:	\$0	Drug deductible: (excludes Tier 1 and 2 drugs)	\$270
ind doctors	\$0.00 Monthly premium			\≡ Details
	ESTIMATED ANNUAL COSTS		Max. out-of-pocket: \$3,800	
on, Inc.	Total:	\$0	(in-network)	
	Health:	\$0	Health deductible:	\$0
	Drug:	\$0	Drug deductible: (excludes Tier 1, 2 and 6 drugs)	\$125
	\$0.00 Monthly premium			Ⅲ Detail

Easy-to-Use Design

- Quickly quote, follow up, and kick off an enrollment based on each clients' needs
- Works on any device, sell whenever, wherever you are
- Easy to use reporting tools to track performance and success!



Demonstration

- Search/edit prospects
- Start a quote
- Select a quote
- Start an enrollment
- Scope of appointment
- Submit an enrollment
- Prospect menu and disposition
- Reporting
- Additional resources and help section

Prospects for I Last name starts with First name		View all for last 30 days	View older prospects	Enrollments for the last 30 days
				o successful o incomple
	Last name	Disposition	Action	Dessumes
Karen	Hendrix		1	Resources
Jessica	Adkins		1	Messages
Jessica	Adkins	Sent scope	1	
Josh	Beneficiary	New	1	
Jake	Christensen	Not interested	8	
Sarah	Christy	Sent eSignature	I	
James	Conn		I.	
James	Conn	Left voicemail	I	
Jeff	Demo	Left voicemail	I	
Slam	Dunk	Previous 1 2 3 Next >	I	





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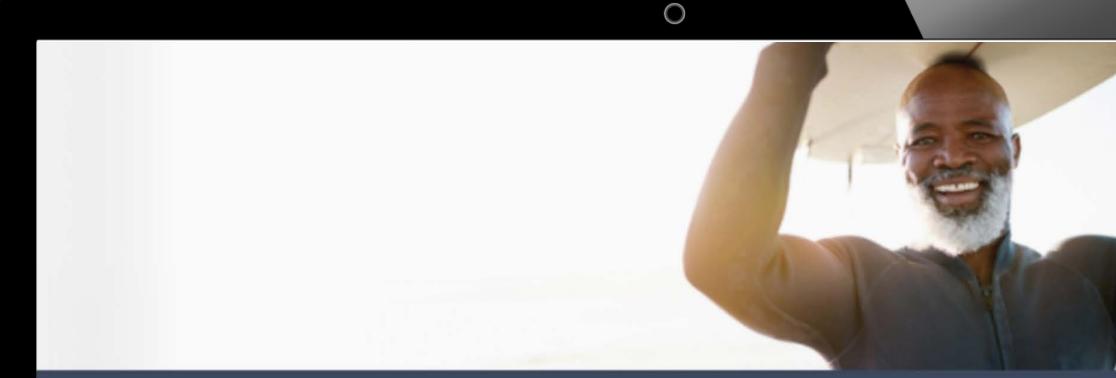


MedicareAPP

Powered by Connecture

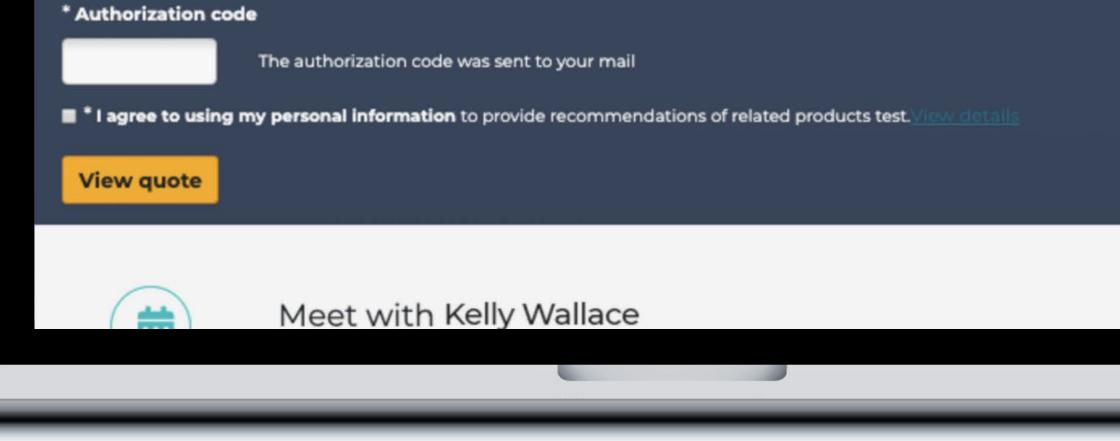
- Shop, quote, enroll, electronically on any device.
- Access extensive list of carriers
- Estimate cost using guided help
- and more...

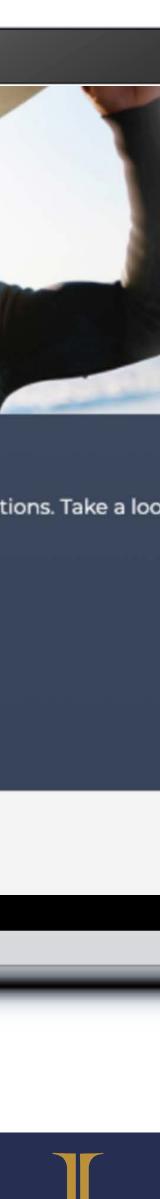


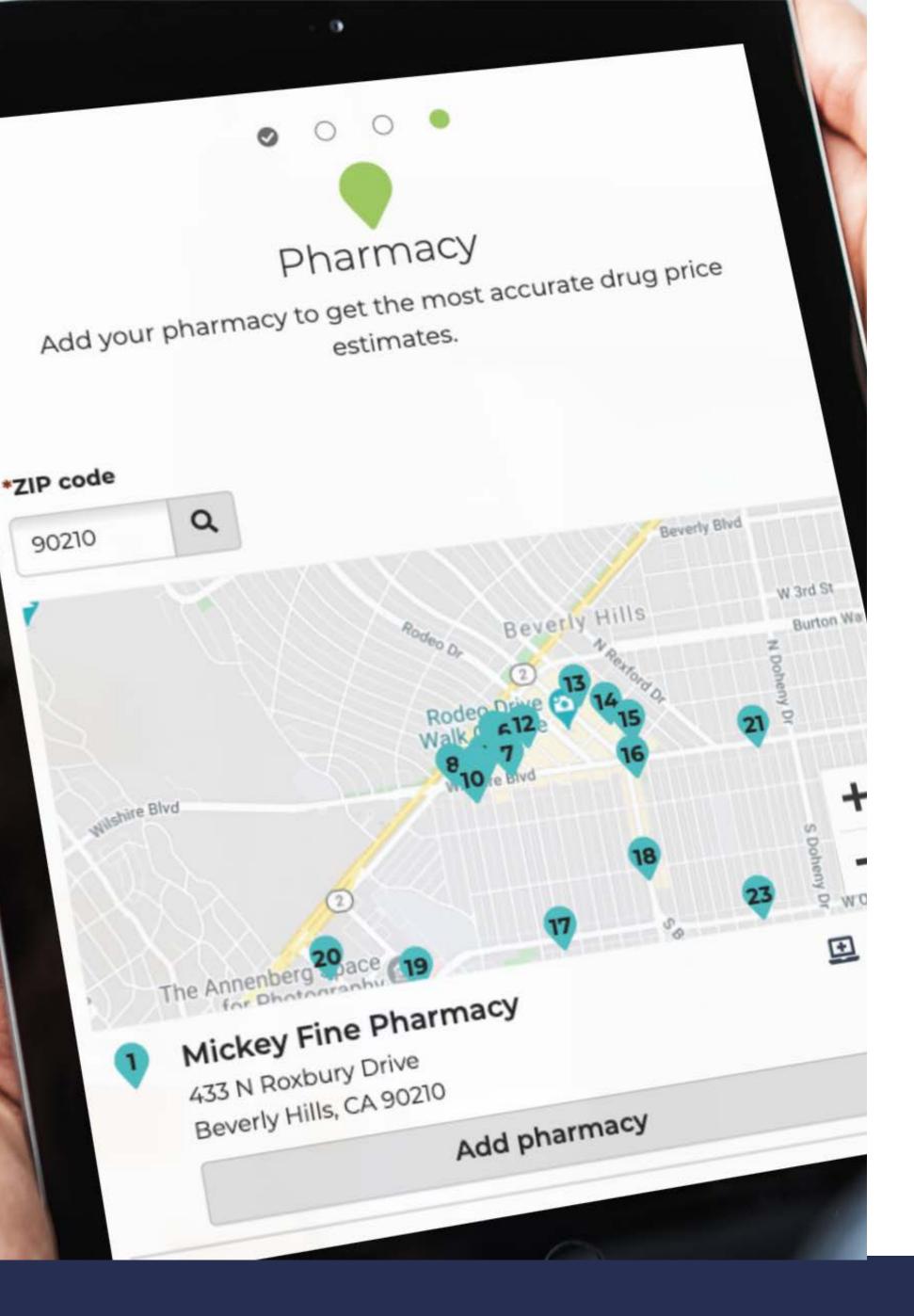


Hi Bob Williams,

I have more info regarding the plans we discussed based on your needs, budget and health considerations. Take a loc and let me know if you have any questions..







Provide the most accurate drug costs

Deliver pricing based on LOCAL pharmacy pricing (NO regional averages ever used)

Save drug lists and improve quote accuracy

Ensure beneficiaries always see reliable annual out-of-pocket estimates when medicine cabinet is included

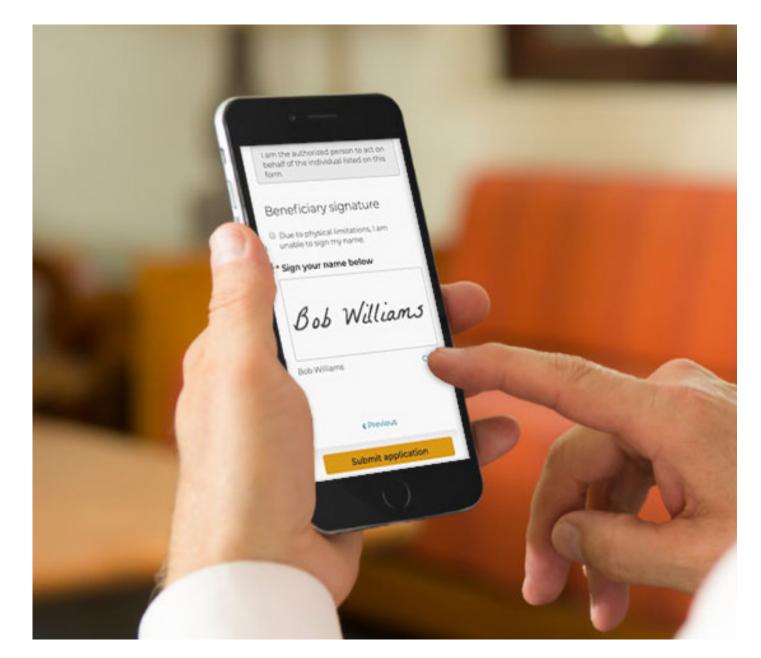
Armed with the most accurate costs, beneficiaries will know they found their best fit plan!



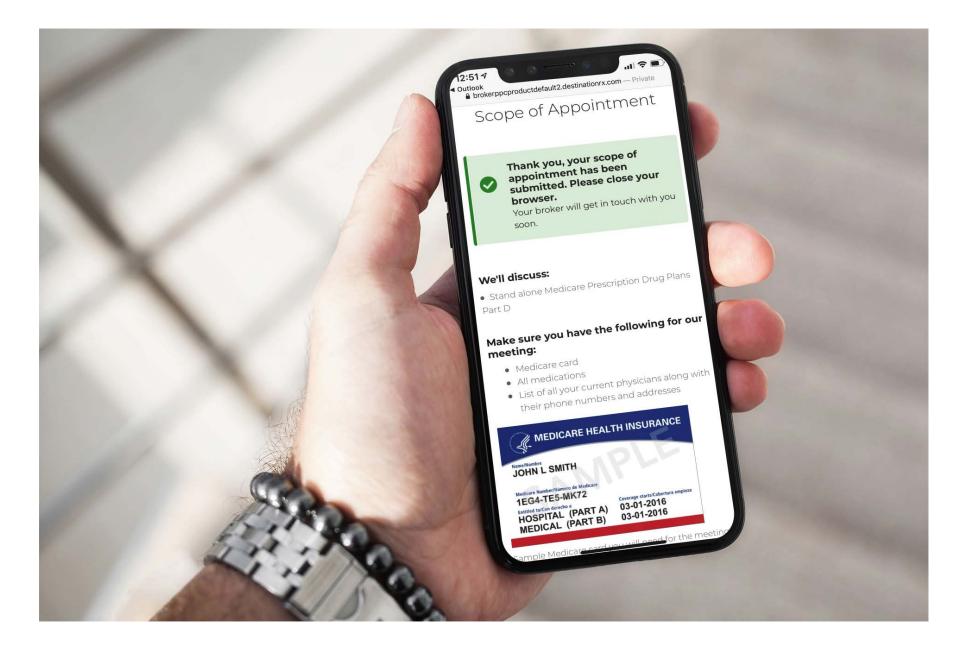


Electronic Signatures

Engage seniors the way they want to engage electronically – text, email or both.



Text to Enroll



Text to sign a SOA





Add your prescriptions to see how each plan provides coverage.

Search prescriptions

Start adding drugs

OR

Download your prescription list from myMedicare.gov.

The easy and secure way to download all current prescriptions.

MyMedicare.gov

Skip >

Q

< Previous

Continue

Blue Button

- Helping beneficiaries build their medicine cabinet with ease:
- Automatically no typing necessary
- Error-free
- Always current



Demonstration

- Search/edit profiles
- Add preferences
- Scope of appointment
- Profile menu and details
- Start and filter a quote
- Send a quote
- Select a quote
- Start an enrollment
- Submit an enrollment
- Reporting
- Additional resources and help section



0	
	Search Search
6 plans avai	lable in <u>84075</u>
Medicare Advantage Plar	ns Prescription Drug Plan
2 plans	2 plans
al expenses and prescription	
	flexcare MAPD plan 2
	6 plans avai Medicare Advantage Plan 2 plans

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dicare			men
	plan: plar		
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Mont	hly	pre	miun
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This may be the largest AEP ever, we are giving you choice for your enrollment tool.



MedSupp Quoting with CSG

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CSG Actuarial



Medicare Supplement guoting with CSG • Quickly and easily quote on key factors

- Find the right plans for your clients
- Powered by CSG's industry leading quote data sources



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Med	icare Su	pplement 🔻	

Quote Search

Disclaimer – Plan Type

Plans C, F and High Deductible F — As of January 1, 2020, Plans C, F and High Deductible F *cannot be sold to those newly eligible for Medicare*. Newly eligible is defined as anyone who: (a) attains age 65 on or after January 1, 2020, or (b) who first becomes eligible for Medicare benefits due to age, disability or end-stage renal disease on or after January 1, 2020. Those enrolled in Plans C, F or High Deductible F prior to January 1, 2020 may keep their plan. Those individuals who became eligible for Medicare prior to January 1, 2020 may keep or purchase Plans C, F or High Deductible F after December 31, 2019.

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Zip Code		County			
1			Not Ava	lable 💌	
Age		Gender			
65	~	Female			~
Tobacco		Plan		Sort By	
Non-tobacco	~	F	~	Price	~
Effective Date		Household Discount			
2020-08-20		Not Applied			~
Client/Label (Optional)					
Show Advanced					Get Quote

Terms & Conditions Privacy Policy



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Demonstration

- Start a quote
- Filter and sort quotes
- Compare quotes
- Export a quote



Medicare Supplement 🔻
 medical e supplemente

Quote Search

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Zip Code		County			
1			Not Ava	lable 💌	
Age		Gender			
65	~	Female			~
Tobacco		Plan		Sort By	
Non-tobacco	~	F	~	Price	~
Effective Date		Household Discount			
2020-08-20		Not Applied			~
Client/Label (Optional)					
Show Advanced					Get Quote

Terms & Conditions Privacy Policy



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South Carolina













BlueCross BlueShield of North Carolina







and more...



For questions or additional training requests please contact the dedicated MedicareCENTER support team at medicarecenter@integritymarketing.com

We are here to support you.



Save time, produce more with MedicareCENTER Learn more today!

