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Capgemini's IBAS leverages Digital, Robotics and Analytics to launch your new insurance products and transform your policy administration, through:

- Digital customer interaction
- End to end policy administration
- Guaranteed 98%+ auto-adjudication

## Connect with us:



[Shashank.tayal@Capgemini.com](mailto:Shashank.tayal@Capgemini.com)



+ 12039183580

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# Looking for a Dental, Vision & Hearing Plan?

**40% Commission Nationwide, 6 Month Advance Available**  
***Excellent Combination of Rates, Coverage and Commission***



- ▶ Cleanings, Fillings, Extractions Covered Day One
- ▶ \$1,000 or \$1,500 Max Benefit Can Be Used On Dental, Vision, or Hearing. No Lower Caps on Vision & Hearing
- ▶ Issue Ages 18 - 85  
*Guarantee Issue & Renewable for Life*
- ▶ No Networks - ANY Dentist  
*Claims are Paid Based on 100% of Usual and Customary*
- ▶ **Up to 80% Coverage on Majors!**
- ▶ Easy Online App, Client Signs with Security Word
- ▶ Best Combination of Rates, Benefits and Commission!

## ***\$1,000 Policy Monthly Rates***

Age	Individual	Family
18 - 39	\$27.50	\$88.00
40 - 54	\$29.75	\$92.42
55 - 64	\$31.92	\$96.83
65 - 74	\$34.17	\$101.25
75 - 85	\$39.25	\$116.42

## ***\$1,500 Policy Monthly Rates***

Age	Individual	Family
18 - 39	\$36.33	\$116.17
40 - 54	\$38.50	\$120.58
55 - 64	\$41.83	\$127.17
65 - 74	\$45.17	\$133.75
75 - 85	\$51.92	\$153.83



**MGA Contracts Available**  
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**marketing@insmg.com**



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LUXURIOUS INCENTIVE TRIPS

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# Would having 50% of your marketing budget paid for bring a smile to your face?

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WE THOUGHT SO.

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At AGA, we pledge to propel your career forward. That's why we offer unparalleled marketing resources to help you grow your customer base—**and we pay half the bill.**

Our extensive package of personalized selling tools gives you a competitive edge at an unmatched low cost with no cap. We're pretty sure that's something to smile about.

## 3 in 10 People Over 60 Have Hearing Loss.

*How Are You Attracting Them to Your Plan?*

Introducing **TruHearing® Select**:  
Hearing aid benefits to address the  
needs of nearly 1/3 of your members—  
**for less than \$.10 PMPM**

With **TruHearing® Select**, Medicare members save thousands in out-of-pocket costs, adding impressive value to your offering at very little cost.

*Swing by our booth to learn more and to enter to win a pair of Bose headphones!*

**TruHearing.com**

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**TruHearing®**





# Change the Game Face of Medicare Supplement Sales with **LOW Plan**



**Rates!**

***Check Out Rates and Availability in your State!***

## Sample Monthly Plan G Rates

FEMALE AGE 65 NON-TOBACCO<sup>1</sup>

Illinois	Michigan	N Carolina	Ohio	Texas
<b>\$99.51</b>	<b>\$102.68</b>	<b>\$98.53</b>	<b>\$105.31</b>	<b>\$99.31</b>

<sup>1</sup> Lowest area factor rate.



\*Effective as of 8-4-2018. For the latest rating, access [www.ambest.com](http://www.ambest.com)  
A.M. Best assigns ratings from A++ to F, A++ being superior ratings.

Call **Today** for more information

**800-308-2318**

[www.oxfordlife.com](http://www.oxfordlife.com)

# OPPORTUNITY OR THREAT?

In March 2018, **Data Decisions Group** completed a primary market research study of consumer intent:

## Minnesota's Medicare Gold Rush, The Demise of Medicare Cost Plans

Acquire your valuable copy today.

### We measured:

- **(A)** Consumer awareness of the changes to Medicare in Minnesota,
- **(B)** Drivers of AEP decision to switch providers, and
- **(C)** Consideration of providers by brand name.

**In Minnesota**, approximately 6,400 cost plan seniors per day will elect a new plan during AEP. 350,000 switches.

Do you know what current Cost Plan owners are planning to do? Will they elect to use Part A and B only? Or will they purchase Medicare Supplement or Medicare Advantage?

Anticipation of the Minnesota senior's reaction will provide risk protection for this threat of massive change.

To acquire your copy:

**469-804-3686**

[www.datadecisionsgroup.com](http://www.datadecisionsgroup.com)







# HearUSA offers the best hearing care program for your members



As a national hearing care network of audiologists, HearUSA provides the highest level of hearing care products and services in the industry. *By partnering with HearUSA you receive:*

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- **Stability** - Owned by Sivantos Inc., a \$1 billion hearing industry innovator
- **Experience** - Delivering hearing programs to companies for more than 30 years



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**Visit us at the 2018 National  
Medicare Supplement Conference.**

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**Questions?** Contact John Laftsidis:  
[jlaftsidis@hearusa.com](mailto:jlaftsidis@hearusa.com) or call **773-225-4177**



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Booth #43  
Under the big balloon

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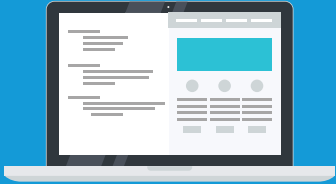
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Secure Marketing Partners (SMP) provides over 35 years of experience in marketing Life, Annuity, Medicare Supplement and Limited Medical Health products. We provide quality product development to insurance carriers to match specific distribution needs as well as turn-key TPA administrative solutions.



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SMP can assist with reinsurance treaties to fully support any size production requirement, providing lower capital strains without increasing expenses. Our licensed W-2 employee call center agents provide direct-to-consumer (DTC) distribution that will not interfere with your current distribution model.



If you are an insurance carrier researching new Life, Medicare Supplement and/or Final Expense products, let SMP's experienced actuarial team help you develop the right products specific to your distribution goals.

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# GROW YOUR BUSINESS WITH AMERITAS

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- Dental plans backed by one of the largest dental networks nationwide
- Coverage starting as soon as the next day
- Single rate for all ages 18 and older, making Ameritas an especially valuable product for your senior clients
- Quick and easy-to-use quote and enrollment tool allowing your clients to enroll within minutes
- Vision plans featuring the EyeMed or VSP network

It all adds up to the Best Economic Value for both you and your clients!

**Stop by Booth 6 to visit with Bryan and Diego and learn more about how Ameritas can help grow your business.**

**Contact your preferred FMO or call Sales Connect Team at 855-728-7542 to get appointed today.**



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*fulfilling life.*

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Ticket Validated

# See How Your Medicare Supplement Business Can Bloom with Americo



## GREAT RATES + CASH BONUS

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- ▶ Rated "A" (Excellent) by A.M. Best<sup>1</sup>
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- ▶ Competitive commissions
- ▶ 10% Household discount<sup>2</sup>
- ▶ No policy fee
- ▶ Easy eApplication process

## Unlimited Cash Bonus Potential with UFirst Rewards

With Americo's agent incentive program, UFirst Rewards, your Medicare Supplement production can earn you up to an **8% bonus every 6 months!**

Qualifying Premium	Payout Percent	Cash Bonus
\$15,000 - \$29,999	4%	\$600 - \$1,200
\$30,000 and above	8%	<b>\$2,400 - NO LIMIT</b>

Stop by our booth for more information on UFirst Rewards and Americo Med Sup.

Americo Agent Services | 800.231.0801 | AmericoMedSup.com

<sup>1</sup>A.M. Best rating for Americo Financial Life and Annuity Insurance Company (Americo), October 2017. Americo Financial Life and Annuity Insurance Company has a financial strength rating of A (Excellent, 3rd out of 15 rating categories.) A.M. Best's rating is assigned after a comprehensive quantitative and qualitative evaluation of a company's balance sheet strength, operating performance, and business profile. A.M. Best uses a scale of 15 ratings, ranging from "A++" to "F." <sup>2</sup>Household Discount varies by state. Not available in FL, ID, IL, NJ, ND, OH and OK. Contact Americo Agent Services for complete UFirst Reward qualifications. Americo Financial Life and Annuity Insurance Company is authorized to conduct business in the District of Columbia and all states except NY and VT. Americo Medicare Supplement (Policy Series 500) is underwritten by Americo Financial Life and Annuity Insurance Company (Americo), Kansas City, MO, and may vary in accordance with state laws. Certain restrictions apply. Neither Americo nor its Medicare Supplement insurance policy are connected with or endorsed by the US government or the federal Medicare program.

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**AMERICO**

**10,000 people enroll  
in Medicare everyday.**

# Connecture Makes It Easy.

Connecture has unparalleled experience in the Medicare market. We've powered the technology behind Medicare.gov since 2004 (the Plan Finder tool and Online Enrollment Center), and have processed more than 24 MILLION Medicare enrollment applications throughout the country.

[www.connecture.com/medicare](http://www.connecture.com/medicare)



**Join us for our Live Session!  
Thursday, June 14, 2018**

**10:45am - 12:00pm CST**

**Matt Leonard**  
Director, Medicare  
Product Management

## **TECH TRENDS: FOR TOMORROW'S MED SUPP AGENTS AND AGENCIES**

*Insurance agents and brokers are experiencing a major shift in what their clients have come to expect. Experts discuss and showcase top digital transformational trends and technologies used to be a cut above the rest and distinguish themselves in a crowded insurance marketplace.*

### **MODERATOR:**

Samuel Halpern, *Director of Internet Marketing, Senior Market Sales, Inc.*

### **SPEAKERS:**

- Graham Brown, *Vice President Sales & Marketing, EPrintWerx*
- Daniel Joye, *Founder, Chief Design Officer, Mindfulware*
- Matt Leonard, *Director, Medicare Product Management, Connecture*

**Meet us at booth #52 !**





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### Product Lines:

- Group Retiree Medicare
- Medicare Supplement
- Medicare Advantage
- PDP
- Final Expense
- Long Term Care
- Short Term Care
- Annuities
- Life - Term, UL, IUL, SPWL
- Hospital Indemnity
- Cancer
- Critical Illness
- Accident
- Disability
- Dental
- Limited Medical

#### Top GA Contracts



Lead  
Generation



Training  
and Education



Administrative  
Services



Marketing  
Services



Sales Tools



Technology



## Looking for a...

Way to  
attract more  
**Medicare Clients?**

Plan that will  
save your Medicare  
clients money?

Product with  
excellent rate  
stability?

Level commissions  
for life?

**Look no further!**

Group Retiree Medicare from: **Seniors Choice**  
Powered by:

## Are you a Medicare sales pro?

Having your own custom Medicare website that generates  
**leads, referrals, and sales** has never been easier!

**“MedicareSalesPro** is a really complete on-line tool for Med Supp products **”**  
- Dave H. IL

#### Website Features:

**Medicare Basics** – Educate prospects with answers to frequently asked Medicare questions and other resources

**How-To video** – Simplify this process for your prospects with a short How-To video

**Express Quote** – Quickly compare available plans

**Plan Finder** – Designed to customize a plan to your prospect's needs, budget, and out of pocket concerns

**Quick Enrollment** – Make starting the application process a breeze for you and your prospects...

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- Custom cost-per-lead programs for Medicare Supplement, Medicare Advantage, Final Expense, Annuity and Mortgage Protection insurance products.
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At Senior Insurance Marketing our goal is to always put the agent first and to help all agents achieve their business goals. We want to accomplish exceptional service to help you make your insurance career exactly what you want it to be. As a full service brokerage our greatest strength and motivation is supporting our agents.

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Prescription Plans  
Whole Life  
Term Life  
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Did you know

# JELLYFISH ARE OVER NINETY PERCENT WATER

well... **now** you do ;)

On a more related note:

One of the largest Medicare Supplement providers in the United States processes 90% of their policies in **iPipeline's iGO® e-App**. It's proven, it's trusted, and it's the leading enrollment solution in the industry.

Stop by **booth #10** to learn more.

To learn more about iPipeline, our solutions, and partnership opportunities, visit us at booth #10, or attend one of these sessions:

6.13 | 9:00A - 10:45A | 2018 Tech Showcase: New Frontiers for Medicare Supplement

6.14 | 10:45A - 12:00P | Innovations in Insurance Underwriting: New Tools & Data





A silhouette of two runners on a cliff against a blue sky with clouds. One runner is standing on the cliff edge, leaning forward and holding the hand of another runner who is crouching or starting a run. The background is a gradient of blue and white, suggesting a bright, clear day.

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# COST SAVINGS TOOL

## for Medicare Supplement



## NATIONAL HEALTHCARE ALLIANCE

Only hospital network with Part A waivers for standardized Medicare Supplement. Savings from waivers improves loss ratios, stabilizes rates, creates customer loyalty and helps carriers retain business. The USA Senior Care Network National Healthcare Alliance "helps keep costs down and reduce upward pressure on premium increases."



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# How Much Do You Know About Your Leads?

Most 3rd party lead buyers know enough to make the purchase, but not enough about the person behind the lead to optimize that consumer's experience.

---

What if you could know more about a consumer's purchase intent, before you dial or text??

- Know more about the life of the lead
  - Optimize acquisition programs with real-time data
  - Predict lead performance based on intent
  - Validate consumer consent for TCPA before calling or dialing
  - Effectively nurture, retain, and grow consumer relationships
- 

Visit Jornaya at **Booth 70** to learn how to optimize your consumer programs, and increase revenue.

**JORNAYA**<sup>™</sup>

Don't Miss "*Lead Optimization: Hitting a Lead Gen Home Run*"  
Majestic Room // 2:00-3:15



## Why Partner with Us

- Over 60 Years of Experience
- A- (Excellent) rating from A.M. Best\*
- Innovative Product Portfolio
- App2Reward® Program
- NAPA Life Insurance
- Stock Purchase Plan
- Dedicated Agent Support Team

\* Best Rating Report; prepared by A.M. Best Company;  
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- Coverage can provide up to 360 days of benefits to cover nursing facility expenses or care from a licensed home health care provider

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- Flexible and customizable, providing a range of daily benefit amounts and benefit periods for hospital confinement

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### Why offer a hearing care benefit?

- Save up to 40% on hearing exams and digital hearing aids.
- Attract new members and improve member satisfaction.
- Lower indirect healthcare costs, such as depression, dementia, falls and other costly medical conditions that are associated with untreated hearing loss.
- Promote overall member health and wellness.
- Add a low-cost benefit in an environment of increasing benefit costs.

Offering a hearing care plan for your group provides significant benefits for your organization like improving overall health and wellness and saving healthcare dollars.

### Impact of Hearing Loss

A well designed hearing plan can help reverse the negative consequences of uncorrected hearing loss.



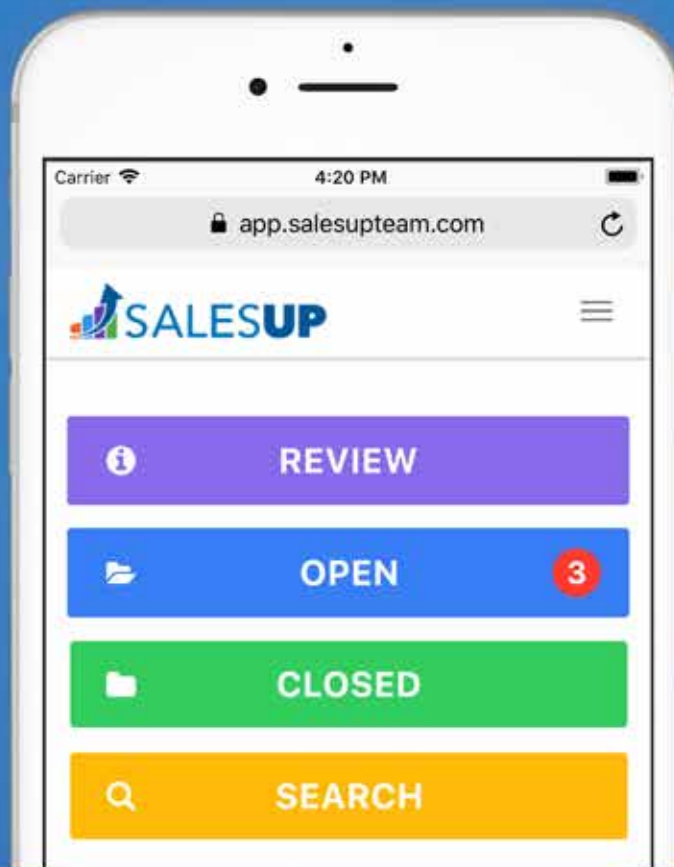
For more information, go to [yourhearingpartner.com](https://yourhearingpartner.com) or send us an email at [yourhearingpartner@yourhearingnetwork.com](mailto:yourhearingpartner@yourhearingnetwork.com).



YHN is a nationwide hearing healthcare network designed to connect patients with hearing loss to local providers.

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## ***Solve It!***

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## ***Mine It!***

Easily review existing book and discover new opportunities



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POWERED BY  mindfulware



Reflecting on our many accomplishments in 2017, we are most proud of growing our organization to provide best-in-class customer service in addition to providing secure and innovative insurance and annuity products. We are excited to celebrate our 70th year in business. Sentinel has a long history of doing right by our customers and honoring our commitments. While it is good to reflect on our successful history, we remain focused on a successful future.

Sentinel offers a strong senior market portfolio including Life, Medicare Supplement, Hospital Indemnity, and Annuity products, giving agents the opportunity to cover the various needs of their clients.

**Life Insurance-** Sentinel Plan® New Vantage® is a suite of whole life insurance plans designed to support a family during their time of need. Regardless of current health issues, most will qualify for one of the final expense plans within the suite.

**Annuities** - Sentinel currently offers three annuities: Personal Choice Annuity (a la carte approach allowing clients to choose and pay for features), Summit Bonus Index Annuity (fixed index annuity with four indexing strategies tied to the S&P index; offers a premium bonus, competitive roll-up rates, and a lifetime income rider), and Personal Choice Plus+ Annuity (a la carte approach with three indexing strategies tied to the S&P index.)

**Medicare Supplement** - Sentinel provides a line of Standard and Select Medicare Supplement products. Plans A, B, C, D, F, G & N are available in most states.

**Hospital Indemnity** - This product was specifically designed to pay the deductibles and co-pays associated with Medicare Advantage plans. Medicare Advantage plans have very attractive premium rates, but in most cases, leave significant deductible and co-pay costs for the insured.



(as of August 2017)



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Western Marketing is a growing, family-owned IMO with offices in Iowa and Nebraska. We are licensed in all 50 states and we currently have 12,000+ contracted agents nationwide. Our goal is to build long-term, mutually beneficial partnerships with our agents. Whether you are a single agent working out of your home, or a large agency with many downlines, we want to partner with you and grow together. We know if we don't take care of our agents, somebody else will! We strive to take as much off your plate as possible so you can focus on maximizing your sales. Let us handle everything from contracting to commission. Give us a call or check us out online!

### **Western Marketing Offers:**

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Extensive selection of 40+ Medicare Supplement carriers.

#### **Free Medicare Quote Engine & Mobile App**

Tools and Technology to help you increase your business.

#### **Double Down Lead Program**

We'll cover 50% of your monthly lead costs based on your production.

#### **Incentive Trip Opportunities**

A reward for your hard work! Qualify by writing just 10 policies per month.

#### **Easy Online Contracting**

Because you don't have time to fill out contracting paperwork.

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Online resources to help grow your Medicare, Life, Annuity & LTC business.

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## **Selling Medicare Supplement insurance since Medicare began!**

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# THE VALUE OF KNOWING



Working together with our insurance partners, we are developing solutions to meet the needs of the Medicare Supplement market. We provide insights from health history collections, prescription history and behavioral data so you can be confident that you have made the best decisions for your applicants and your bottom line.

## SOLUTIONS THAT HELP GIVE YOU THE BEST VIEW OF YOUR APPLICANTS



A self-reported health history conducted by our experienced staff captures medical and family history.



Physician-ordered laboratory test results relate to preventative care, disease monitoring and diagnostic purposes. ICD-9 and ICD-10 codes are now available giving you more insight into specific tests.



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