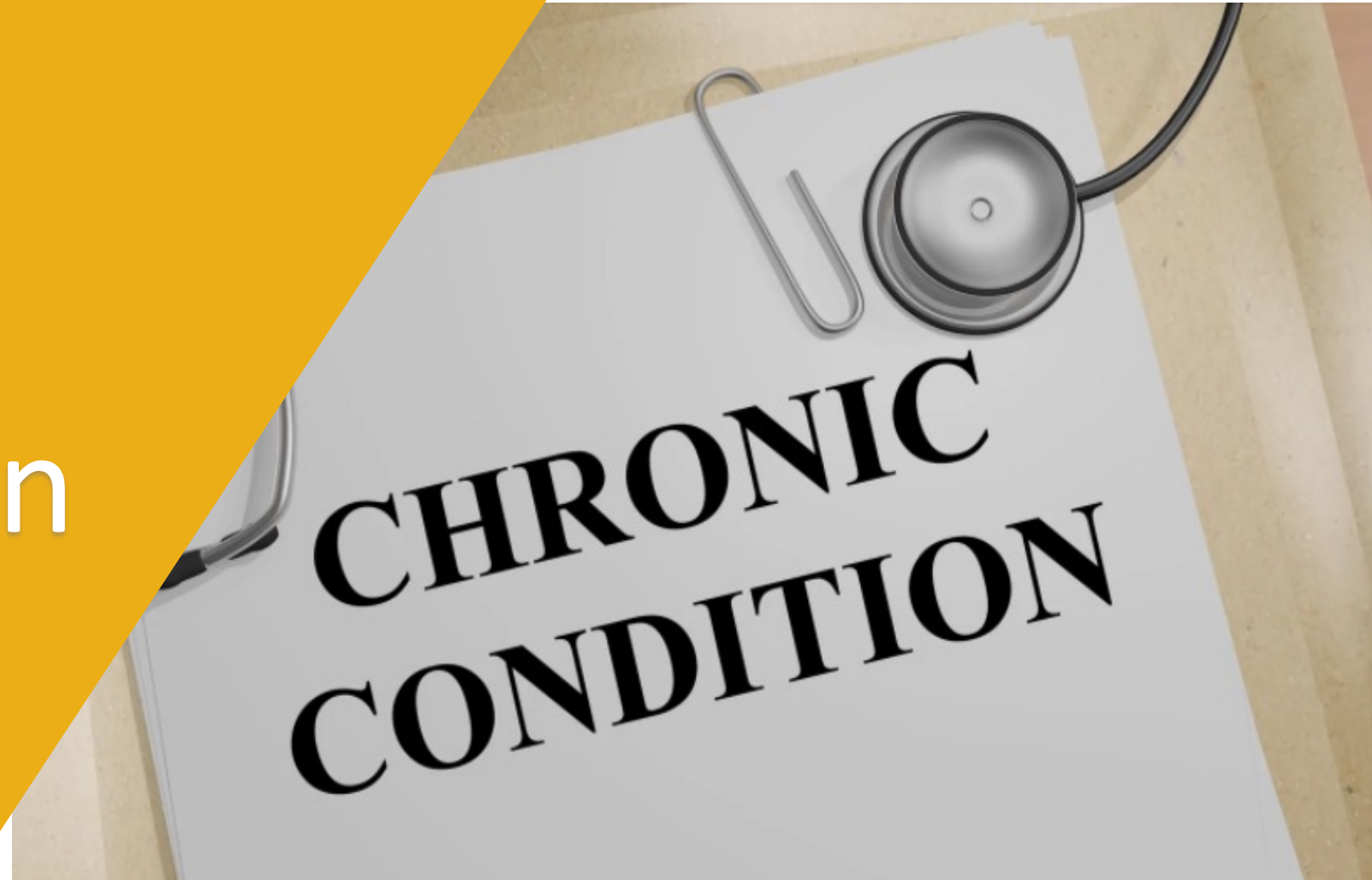
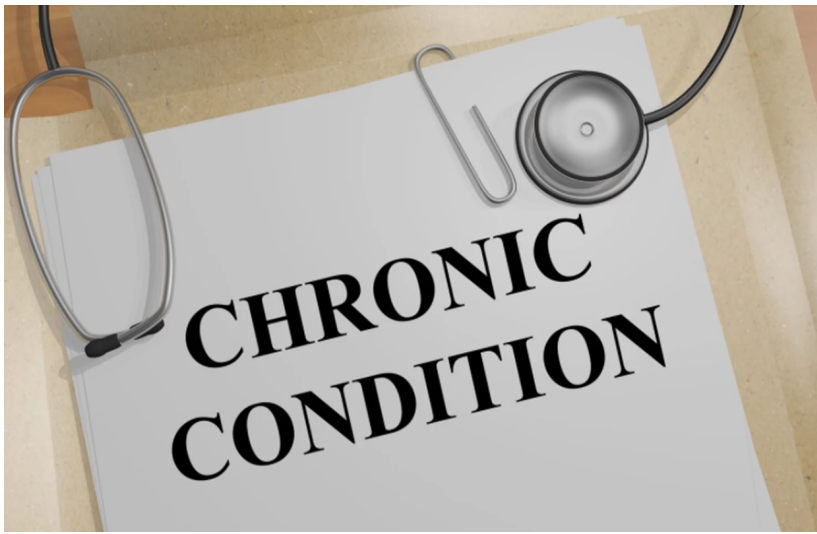


CSNP
In-Home
Presentation
Blueprint



In-Home Sales Blueprint



Chronic Condition plans can be a great way to market Medicare Part C with year around enrollment opportunity.

Not all Chronic Condition plans are equal, and some are a better fit for certain beneficiaries over others.

For example, do they have Medicaid, or LIS and at what level?

The Medicare Part C market recently passed the 40% threshold for Medicare beneficiary enrollment. That number is expected to continue to rise over the next 7 years.

It's hard to argue the viability of Medicare Part C when you take a closer look at all the program has to offer. The population that is 65 years of age and older statistically has a disproportionate number of Chronic Conditions.

For example, one in five on Medicare suffers from five or more chronic conditions. In fact, 63% of those 65 -74, 78% 75-84, and 88% 85 and older, have 2 or more chronic conditions and are treated for those conditions on a regular basis.

With the widespread expansion of Chronic Condition plans nationwide the opportunity to grow your Medicare Part C business has never been better. The Chronic Condition market is just getting warmed up and beginning its expansion. Over the next few years, we will see the introduction of new plan types that will allow greater flexibility, and enrollment opportunities.

Be Sure To Have Proper PTC

Scope of Appointment Confirmation Form

Before meeting with a Medicare beneficiary (or their authorized representative), Medicare requires that Licensed Sales Representatives use this form to ensure your appointment focuses only on the type of plan and products you are interested in. A separate form should be used for each Medicare beneficiary. **Please check what you want to discuss with the Licensed Sales Representative:**

- Medicare Advantage Plans (Part C) and Cost Plans
- Stand-alone Medicare Prescription Drug Plan (Part D)
- Medicare Supplement (Medigap) Plans
- Dental-Vision-Hearing Products
- Hospital Indemnity Products

By signing this form, you agree to meet with a Licensed Sales Representative to discuss the products checked above. The Licensed Sales Representative is either employed or contracted by a Medicare plan and may be paid based on your enrollment in a plan. They do NOT work directly for the federal government.

Signing this form does NOT affect your current or future enrollment in a Medicare plan, enroll you in a Medicare plan or obligate you to enroll in a Medicare plan. All information provided on this form is confidential.

Beneficiary or Authorized Representative Signature and Signature Date:

Signature of applicant/member/authorized representative _____ Today's Date
MM-DD-YYYY

If you are the authorized representative, please sign above and print clearly and legibly below:

Name (First_Last) _____ Relationship to Beneficiary _____

To be completed by Licensed Sales Representative (please print clearly and legibly)

Licensed Sales Representative Name (First_Last)	Licensed Sales Representative Phone [] [] - [] [] - [] [] []	Licensed Sales Representative ID
Beneficiary Name (First_Last)	Beneficiary Phone [] [] - [] [] - [] [] []	Date Appointment will be Completed MM-DD-YYYY

Beneficiary Address _____

Initial Method of Contact _____ Plan(s) the Licensed Sales Representative will Represent During the Meeting

Licensed Sales Representative Signature _____

TEAR HERE

TEAR HERE

Ready to Enroll

Be sure to have proper PTC before discussing Medicare Part C and specific plan benefits.

Also, observe the no cold call, no door-knock, and cool-off period mandated by CMS for ALL Medicare Part C appointments.

Cool-Off period MUST be observed on all Life and Annuity appointments. You may not discuss non-health related products and Medicare Part C during the same presentation.

Always follow any specific carrier guidelines which may be in excess of CMS guidelines for their products.

Enrollment Guide 2021

Medicare Advantage Plan
with Prescription Drugs

Take advantage of all your Medicare Advantage plan has to offer.

UnitedHealthcare® Medicare Silver (Regional PPO C-SNP)
R2604-002-000

Service area: Georgia, South Carolina

Plan Year: January 1, 2021 through December 31, 2021



Use the enrollment guide as your blueprint to conduct a compliant, in-home sales presentation.

Be sure to observe the individual plan benefits for the plan you are marketing.

Always double check the plan's service area and the effective dates of the plan, ensuring the right sales & marketing material is used.

Prior to conducting any Medicare Part C sales presentation, please observe all CMS/Carrier mandated guidelines. Have proper PTC and SOA prior to discussing any plan specific benefits.

Get more for your Medicare dollar.



More choice and more guidance.

When it comes to Medicare, one size does not fit all. That's why UnitedHealthcare® offers a broad range of Medicare products, so you have options to fit your health care needs. UnitedHealthcare's experienced advisors and licensed sales agents will guide you through choosing the plan that's right for you.



Get the care you need when — and where — you need it.

Whether it's an appointment with your doctor online, a call with a nurse at 3 a.m. or taking care of a wellness visit from the comfort of your home, UnitedHealthcare makes it easier to connect you with care so you can stay on top of your health — when, where, and how you need it.



One-on-one help using your Medicare plan.

At UnitedHealthcare®, it's not just customer service. It's 1-on-1 support to help answer your questions and take the extra steps to understand your needs. It's helping navigate your care during a health event. And it's helping you get the most out of your plan, so you can be at your best health.

Renew, our health and wellness program.

Renew can help by inspiring you to take charge of your health and wellness every day. It provides a wide variety of useful resources and activities — including brain games, healthy recipes, learning courses, fitness activities, and more. All at no additional cost.¹

¹Renew by UnitedHealthcare is not available in all plans. Resources may vary. Y0066_INTRO_2021_C

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Thank you for taking the time to meet with me today.

One of the most important decisions you can make during retirement are your healthcare benefits. Once you enter Medicare you have several choices to make. For example, do you stay on Original Medicare or get a Medicare Approved Health Plan known as Medicare Part C?

Medicare Part C can provide valuable benefits that Original Medicare doesn't cover, which you are eligible and entitled to receive.



They even have plans that have been specially designed for Medicare beneficiaries like you that suffer from Chronic Conditions like this United Healthcare Medicare Silver Plan.

In fact, United Healthcare is the largest Medicare Part C provider by membership and has one of the largest provider networks in the country. 1 out of every 5 people on Medicare choose United Healthcare.






Start With Medicare Basics

Review the basics to make sure this plan is a good fit

Original Medicare is provided by the federal government and covers some of the costs of hospital stays (Part A) and doctor visits (Part B), but doesn't cover everything. It does not include prescription drug coverage (Part D). Although you are not required to enroll in Part D, there is a penalty of 1% of the average monthly premium for each month you delay enrollment. This must be paid monthly as long as you are enrolled in Part D. Depending on your needs, you may want to add on more coverage.

Original Medicare – Provided by the federal government	
 Part A Helps pay for hospital stays and inpatient care	 Part B Helps pay for doctor visits and outpatient care

Your options for more coverage:

Add one or both of the following to Original Medicare:	Choose a Medicare Advantage plan:
 Medicare Supplement Insurance Offered by private companies Medicare Supplement Helps pay some of the out-of-pocket costs that come with Original Medicare	 Part C Combines Part A (hospital insurance) and Part B (medical insurance) in one plan
 Medicare Part D Plan Offered by private companies Part D Helps pay for prescription drugs	 Part D Usually includes prescription drug coverage
	 May offer additional benefits not provided by Original Medicare

Medicare Made Clear™ brought to you by UnitedHealthcare®

Let's start with a few of the basics to make sure this plan is a good fit for you and your needs.

Do you have your Red, White, and Blue Medicare card handy?

Okay great! Now take a look at the card and tell me what you see.

TO VIEW THE REST OF THIS DOCUMENT,
PLEASE VISIT **REAGAN.AI**

You see that you have Medicare Part A and Medicare Part B. You also probably know that Medicare Part D is for your Prescription Medications.

Medicare Part A is for your hospital stays and most inpatient care. Medicare Part B pays for your doctor visits, surgery costs, ambulance rides, some prescriptions depending on location, and Durable Medical Equipment.