

Broker Newsletter

The Month Ahead – July 2009



Broker Certification Training Dates – Southern California

July 9th
August 13th
September 10th

Location: CareMore
Time: 10:00am-1:30pm



* **RSVP: broker.relations@caremore.com no later than 1 week in advance**

* **Refer a broker or come for a refresher on our Chronic SNP plan, Reliance!**

NEW PCPs added to our Los Angeles

» Dr. Badalyan (Burbank network) 101136

2009 Agent/Broker Compensation update

As a result of feedback regarding initial compensation fees for 2009 enrollments, CMS is examining its guidance pertaining to 2009 enrollments for reconsideration and expects to release additional guidance shortly. As a result **CareMore will NOT be releasing initial compensation checks on July 5th, as previously communicated**, and will await CMS's further guidance prior to releasing any initial payments. CareMore's broker team will continue to keep you updated as we receive communication from CMS.

Reminders

Broker monthly commission checks will be released approximately on the 5th of the following month from the effective date of enrollment. (i.e. July 1 effective enrollments will be paid on/about August 5th)

NOTE: Brokers through agencies please refer to your administrator for your pay schedule.

For kit requests, please email broker.relations@caremore.com at least 1 week in advance.



We Can Sell During Lock-In!

Special Election Periods

SEP's are periods outside of the usual Annual Election Period (AEP) or Open Enrollment Period (OEP) when an individual may elect a plan or change his or her current plan election.

- ❖ **Chronic SEP (Southern California):** Reminder, CareMore's Chronic SNP plan, Reliance, can be sold during Lock-In to Medicare beneficiaries with:
 - Diabetes
 - Hypertension (High Blood Pressure)
 - COPD (Asthma/Emphysema)
 - ESRD

- ❖ **In addition, the following is a list of common scenarios in which beneficiaries may be eligible for a Special Election during Lock-In:**
 - Age-in's
 - Change in Residence / Relocation
 - Dual Eligibles – (Medi-Medi)
 - Low Income Subsidy (LIS)
 - Loss of employer group coverage / retirement