

April 21, 2017

News and Notes brought
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Fast 5 on Friday



1. As this [article](#) tells us, 66% of Americans cannot afford a \$1000 medical emergency. However, there is only a 2 in 1 million chance of having a multi-million dollar health insurance claim. You have better odds of being hit by a meteor, which is a 2 in 700,000 chance. Many agents are neglecting to address the real issue with health care - while the media and the government focus on the big claims, millions of Americans are going broke or not getting care because they do not have \$1000 - \$3000 to cover health emergencies. Recently we conducted a training webinar for our agents so they can address this issue with their clients. Send a note to the [Fast 5](#) inbox to get more information.
2. The average deductible on a 2017 ACA plan nationwide is \$6092 for individuals, \$12,393 for families, as per this [report](#). This is one of the most under-reported problems of ObamaCare. Even if the premiums are being subsidized, people do not have that kind of money laying around to cover their medical bills. That's why so many of our agents are selling plans that eliminates the deductible. It's what the customer really wants! Send a note to the [Fast 5](#) inbox for more details.
3. Last week we attended the [Med Supp Conference in Dallas](#). It was a great event that offered valuable information on Med Supp. One of the key themes discussed at the conference was how agents can compete in the Med Supp market with all the same products at very similar prices. The answer seemed to be providing more value and services than the agent next to you. One example we used was products like Dental/Vision/Hearing products. Seniors want these products, but agents consistently neglect to talk about them. One of the top producers gave everyone the one question that he asks consumers to sell so much DVH. Send a note to the [Fast 5](#) inbox and we'll send you the question and more information our favorite DVH product.
4. CMS has finally issued its [ACA Market Stability ruling](#). Included in the ruling is a shortening of the ObamaCare Open Enrollment down to only six weeks, now between November 1st and December 15th. That's almost exactly on top of the Medicare AEP! Get ready now by building your pipeline, making sure you have all of your training done early, and partnering with an organization like NALP that can help you get the most out of the Open Enrollments. We're getting ready now!
5. MYGA annuities are simple and easy. They pay a fixed rate (i.e. 3%) for a fixed time period (i.e. 5 years), just like a bank CD. Right now, many carriers are heavily competing for this market with great rates and terms. Send a note to the [Fast 5](#) inbox for the best MYGA rates.