

June 23, 2017

News and Notes brought
to agents exclusively from

Fast 5 on Friday



1. The Senate passed an ObamaCare replacement bill this week. In it they roll back Medicaid expansion and many of the taxes that were created under ACA. It will be an uphill battle to get it on the President's desk since it is very unpopular in most all consumer surveys. While nearly all of the major national carriers have announced their withdrawal from ObamaCare, some small local/regional carriers have announced they are staying. For more information on who is in and who is out, send a note to the [Fast 5](#) inbox.
2. The AHIP Medicare certification for 2018 was launched this week. If you plan to sell Medicare Advantage and/or Medicare Part D Prescription Drug plans, it's a must that you get this done as soon as you can. Send a note to the [Fast 5](#) inbox on tips and tricks to get started early with your certifications.
3. I am pleased to announce that Cigna/HealthSpring has had their CMS sanctions lifted and you can re-start selling - effective immediately! NALP is one of the largest distributors of Cigna/HealthSpring Medicare Advantage plans and we would like to show you how we did it. Send a note to the [Fast 5](#) inbox for more information.
4. On July 24th and 25th, North American Life Plans will be conducting our NAHP Health Plan Conference 2017 in Dallas. This is one of the only conferences in our industry that includes both Under 65 and 65+ Medicare sales, marketing, and product training with speakers that include both carrier executives and top producers. For details and to pre-register, please check out our [website](#).
5. In addition to sales and product training, we will also be conducting Facebook marketing training at the conference. Facebook has 2 billion users worldwide. While other organizations talk about Facebook marketing, our agents have figured out how to use it to generate prospects and make more money. Don't miss this opportunity because if you do not get on board now, it will get harder to get on board later. For details and to pre-register, please check out our [website](#).