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News and Notes brought  
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# Fast 5 on Friday



1. A growing number of Americans believe that Medicare should cover the costs of Long Term Care. Although, that option is not likely to gain much traction as the current administration is looking for ways to cut costs on entitlement programs such as Medicare. The problem is that since a government take-over is not likely, as we see in this [article](#), few Americans have prepared for the costs of LTC with only 15% saying they have the resources they need to pay for assistance.
2. Start preparing your Medicare clients. New Medicare ID cards and numbers are on track to be rolled out by CMS by 2019 (post this [article](#) on your Facebook). This will be particularly important to your Medicare Supplement clients since their doctors will still expect to see their Medicare ID card at point of service. Medicare Supplement rates keep getting cheaper; send a note to the **Fast 5** inbox to see which carriers have the lowest rates in your area.
3. As prescription drug costs continue to climb, many insurance carriers are moving towards “Value-based” contracts with pharmaceutical companies to try to reduce health spending. They want to make sure the drugs that they're paying for actually work. We see [here](#), your clients will start to see the impact when their health insurance company declines to continue to pay for a drug that they do not think is working well enough. Did you know that we offer the only Under 65, fully insured stand along prescription drug product in the nation? Send a note to the **Fast 5** inbox to find out more.
4. Does the Department of Labor Fiduciary ruling affect Life Insurance sales? It could. We now have updated our processes to make sure all Life Insurance sales comply with the DOL ruling, when applicable. Send a note to the **Fast 5** inbox to get information on how you can work with us on your Life Insurance sales. We have over 50+ great life carriers!
5. On July 24th and 25th, North American Life Plans will be conducting our Health Insurance National Sales and Training conference 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. This is also the only conference in our industry that I know of that will be having a Social Media training workshop conducted by a Facebook expert and top producers that are using Social Networking to generate prospects. At this Conference, Top Producers will share their secrets of success in selling health plans. For details and to pre-register, please check out our [website](#).