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News and Notes brought
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Fast 5 on Friday



1. As we know from articles like [this](#), sports injuries are an increasing problem as kids are bigger, faster, and stronger than ever before. The problem is that with the high deductibles of most health plans, a single injury could cost a family thousands - which many cannot afford. However, there is a brand new Accident plan that is specifically designed to protect kids and their families from unexpected accidents starting at only \$14 per month. Plus, it is available in all 50 states! Send a note to the **Fast 5** inbox for more details.
2. Did you know that agents holding Medicare events in a Walmart perform significantly better than those who do not? Your participation in the Walmart insurance program gives you access to “shoppers” you would not normally have access to. Many shoppers are already aware that they can go to Walmart to find out information on their healthcare options during AEP. Wouldn't you like the opportunity to talk with these shoppers? Well, here's your chance! Walmart has renewed our Preferred FMO status for the 2018 program and will begin the store request & assignment shortly. If you would like to work a Walmart store, send a note to the **Fast 5** inbox for a list of stores that may be available.
3. While Congress and the President continue to debate how to fix ObamaCare, it's likely that the government will make things even worse. At the same time, carriers are pulling out of the market, while millions of Americans are looking for a solution. If you have not yet heard, we have the only ACA compliant solution (not faith based) that has affordable premiums, strong benefits, and your client can see any doctor. Plus the commissions are great! Send a note to the **Fast 5** inbox for a recording of our most recent webinar.
4. If your clients are like me, they are trying to save as much as they can to pay for their kids to go to college. With college expenses raising faster than the rate of inflation, it is becoming more difficult to get a degree without an mountain of college loan debt. The problem we see with a 529 plan is that if your client dies before fulfilling their savings plan, they could be short. That's why there is a much better solution that guarantees that the money will be there. Send a note to the **Fast 5** inbox for my favorite college savings plan.
5. Despite what many agents believe, Medicare Supplement is guaranteed issue under certain circumstances. For example, if you dropped a Med Supp to join a Medicare Advantage plan for the first time, you can switch back within a year and have no underwriting. Check out this [website](#) for more guaranteed issue scenarios. Also, send a note to the **Fast 5** inbox for the lowest priced Med Supp rates in your area.