

Plan G – Now Allowed for all GI Situations Effective with Applications received 10/3/18 or later
Anthem has opened Medicare Supplement Plan G to additional Guaranteed Issue situations in Virginia for any new applications received October 3, 2018, or later!

Previously, Plan G was limited to applicants in their Open Enrollment Period (turning age 65 or first eligible for Medicare Part B) or in a group exit situation. **For new applications received October 3, 2018, or later**, we will allow an applicant to enroll into Plan G for all guaranteed issue (GI) situations that are listed in the application and the Guaranteed Issue form included with the application (click [here](#) for the application). Please keep in mind, this change to open Plan G for all GI situations is only for new applications that are received October 3, 2018, or later. **This is a great opportunity for increasing your new Medicare Supplement sales in Virginia!**

You will note that Plan G has not been accepted in the past for individuals who were losing an MAPD plan or moving out of the service area of the plan and now they will be able to select Plan G for these instances. Certain other situations would include moving out of the service area of a Medicare Select Plan (see the GI guidelines for details).

Since our Medicare Supplement application is in the process of being updated, applications for Plan G under the new GI situations will need to be submitted via paper application. The electronic enrollment tool will not be updated until the middle of December with this new information.

I would call your attention to the FAQs in the document which highlight the questions your agents may have about this change.

PLEASE NOTE THIS IS NOT AN OPEN ENROLLMENT SITUATION FOR INDIVIDUALS TO MOVE FROM OTHER PLANS OR CARRIERS TO PLAN G WITHOUT UNDERWRITING.

AOR Changes

The attached article highlights the changes we are making in our AOR policy effective 10/15/18 for all Medicare products.

Members requesting a new agent of record will now be required to submit a **HANDWRITTEN letter** to the Sales Compensation area instead of the current form letter.

As you may know, some carriers have stopped accepting AOR changes due to discrepancies in the AORs that were submitted by the new agent.

This new policy will protect both the member and the agent in assuring the member truly wants to be assigned to a new agent.

Please review the article in its entirety as all required documentation must be present in the request and Anthem may, at their discretion, contact the member to make sure the request is accurate.

News, tips and insights to help you serve your clients.

October 09, 2018



Medicare Producer News

[Great News for Plan G in Virginia!](#)

New members whose applications are received October 3, 2018, or later, will be allowed to enroll into Plan G for all guaranteed issue (GI) situations.

[Learn More >](#)

[Protecting Your Book of Business](#)

Agent of Record changes must be submitted via a hand-written letter, after October 15.

[Learn More >](#)

[AEP Began Monday, October 1!](#)

October 15 is the first day you can submit applications for 2019 plans. Be ready!

[Learn More >](#)

[Personal Producing Agents: 2019 Commission Rates for Medicare Advantage Plans](#)

The new commission schedule is for Medicare Advantage and Part D Prescription Drug plan business and is in effect January 1, 2019, through December 31, 2019.

[Learn More >](#)

[Sales Oversight Corner: Preparing for Your Sales Events](#)

Recheck with your event venue to make sure attendees can easily find you!

[Learn More >](#)

[Sales Oversight Corner: It's Easy to Avoid a Sales Allegation](#)

Follow these tips to help you have a compliant and successful selling season!

[Learn More >](#)