



August 2019

Act Now to Sell Kaiser Permanente Medicare Advantage Individual Plans This Fall

Kaiser Permanente is excited to announce that, starting this fall for AEP 2020, brokers will be able to sell Kaiser Permanente Medicare Advantage plans to Medicare-eligible individuals. This program will only be available in the Mid-Atlantic States Medicare Advantage service area and will not include Medicare group sales. It's a win-win because now you can feel confident offering your customers the region's consistently highest-rated Medicare health plan* at competitive rates and increase your earnings at the same time.

To support many facets of the program, Kaiser Permanente has entered into an agreement with two Field Marketing Organizations (FMOs) in the region: **GS National** and **HealthMarkets**. Broker commissions will be paid through the FMO partners. We cannot authorize individual agents or agencies that are not under contract with these two FMOs to sell our Medicare plans at this time.

AEP 2020 is almost here so you need to act fast! In order to ensure all parties are prepared for Open Enrollment, **required training, certification and appointment will begin immediately**. Call one of the FMOs below now to learn how you can increase your earning potential.

GS National

Steve Hoffman

412-453-5076

shoffman@gsnational.com

HealthMarkets

Nicole Burnley

863-934-9195

nicole.burnley@healthmarkets.com

To learn more about Kaiser Permanente's competitive Medicare Advantage plans and products for individuals, please visit kp.org/medicare.

To learn more about this opportunity, please visit our [Medicare Broker Program page on BrokerNet](#) or download our [Medicare Broker FAQ](#).

Anyone looking for additional information can email MAS-MedicareBrokerSupport@kp.org or call 833-931-0997 and a member of our Medicare Sales Team will respond as soon as possible.

*The only Medicare health plan in Maryland, Virginia, and Washington, DC rated 5 out of 5 star, 7 years in a row—for 2013-2019. Every year Medicare evaluates plans based on a 5-star rating. Kaiser Permanente of the Mid-Atlantic States Medicare Plans in Maryland, Virginia, and Washington, DC all received the highest rating (5 out of 5) from the National Committee for Quality Assurance. National Committee for Quality Assurance “Medicare Health Insurance Ratings 2018-2019.” This award was not given by Medicare.