

producer **ALERT**

All the Medicare Supplement plans your clients want most, made simple, plus broker bonus program extended to all June effectives

We're excited to introduce our new, streamlined Medicare Supplement plan portfolio that will make selling Blue Shield Medicare Supplement even easier. Effective October 1, 2019, we've improved our pricing and simplified our portfolio to include four distinctive plan options that are designed to meet a range of coverage needs and budgets. And with our attractive dental buy-up options and standalone Medicare Prescription Drug Plans, your clients have one convenient place for all their coverage needs. Plus, we've extended our broker bonus program for Medicare Supplement business to all June effectives.

Medicare Supplement made easy

We've made significant changes to our product portfolio to make it easier for you to sell and your clients to understand. Our **streamlined portfolio** consists of our **four** most popular Medicare Supplement plans. Clear delineation among plans – from our basic Plan A, through our mid-range Plan N and Plan G, to our most extensive Plan F Extra – means you and your clients can focus on exactly the benefits and price point they want.

You can still count on your clients getting more than the standard Medicare Supplement benefit design with extras like SilverSneakers® and NurseHelp 24/7SM, along with additional supplemental benefits.

Important note: Effective October 1, 2019, Medicare Supplement Plans C, D, F, High Deductible F, and K are no longer available to new enrollment. Existing members are **not** affected and they will remain enrolled in these plans, with no action needed. Medicare Supplement Plans A, F Extra, G, and N will remain open to new enrollment.

Plan G rate reductions!

We've revised Plan G rates – more than **90%** of Plan G members will receive an average rate reduction of 8%. The result: Plan G rates that are positioned between Plan N and Plan F Extra rates across all age bands and in all rating regions will be consistent with the coverage level. We will mail current Plan G members a notification of their rate change, beginning June 4, 2019. A limited number of plans will receive a rate increase.

Specialty plan improvements

We are also pleased to announce that:

- Medicare Supplement Dental PPO 1000 members will be receiving a rate reduction and the waiting period for major services is being reduced from 12 months to six months.
- Medicare Supplement Specialty Duo dental + vision plan rates are not changing and there will no longer be a waiting period for vision benefits. Your clients can enroll and get vision benefits right away.
- Dental PPO 1500 plan rates are not changing.

We will mail current Dental PPO 1000 members and Specialty Duo members a notification of their rate and/or benefit change, beginning June 4, 2019.

We'll get you selling faster with our streamlined requirements

We are streamlining our Guaranteed Acceptance (GA) requirements to make it faster and easier for your clients to be enrolled. We've updated the GA Guide and will schedule training sessions to walk you through the improvements to the process.

Full sales materials June 4

We hope you are as excited as we are about selling our streamlined set of plans. We will be providing more information **on June 4** with links to all your sales tools, materials and ordering instructions.

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