



# CSB UPDATE

Timely news from Cigna Supplemental Benefits

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## Annual Enrollment Period (AEP) has arrived!

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AEP is in full swing and our new products, customer updates, and incentives mean more opportunities to earn this season and all year long.

AEP runs until December 7!

Our **Customer Updates** make it easier for your clients to navigate their health care!

On November 1, we're moving our Medicare supplement customer website, [MyPolicyHQ.com](http://MyPolicyHQ.com), to [myCigna.com](http://myCigna.com)! At Cigna, we want to make health insurance easy and understandable for you and your clients. Now customers will be able to access their policy information in one easy location.

Take advantage of more chances to sell with our **New Products!**

**Flexible Choice Cancer and Heart Attack & Stroke**

We launched our enhanced [Flexible Choice Cancer and Heart Attack & Stroke](#) product in MI and MN on October 15. Updated sales materials are available on [AgentView](#).

### **Flexible Choice Hospital Indemnity**

Our [Flexible Choice Hospital Indemnity](#) product is now available for sale in ID and UT. Updated sales materials are available on [AgentView](#).

View our [Product Availability Chart](#) to see product availability in all states.



**Don't forget about our exciting [Contests and Incentives](#) so you can earn more rewards this season!**

### **New Med supp incentive!**

We have a new [Medicare supplement incentive](#) this AEP! Agents appointed to sell in FL, NH, NM, PA, and VT can earn a \$150 cash bonus for every underwritten Med supp application with no minimum needed and no limits to how much you can earn until the end of the year.

### **Extended lead program and supp health incentive!**

We have also extended our leads program so you can [earn a 1,000 piece direct mail campaign](#) for every fourth underwritten Med supp app each month until the end of the year.<sup>1</sup> You can also take advantage of our supplemental health cash bonus until December 31. [Earn \\$25](#) for every supp health application you write with a minimum of five applications.<sup>2</sup>

### **Earn a trip to Vancouver!**

Our 2021 agent incentive trip is in beautiful Vancouver! [Learn how to get there](#).

## **Operational Updates**

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AEP is here! In order to have the easiest and most efficient experience with our recent [AgentView](#) updates, remember to clear your cookies and cache on your browser. Access Express App from the [AgentView landing page](#) instead of using saved links to access the applications. These tips will help you avoid timing out within the apps.

## **Other State Updates**

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### **Rate adjustments**

The following Medicare Supplement insurance plans are experiencing rate adjustments in the following states:

[American Retirement Life Insurance Company](#) (ARLIC):

11/1/2020 - [Alabama](#), [Arizona](#), [West Virginia](#)

12/1/2020 - [Kansas](#), [Nebraska](#), [Wyoming](#)

**1/1/2021 - Mississippi**

The outline of coverage for Mississippi is not available on AgentView yet, but will be soon.

[Cigna Health and Life Insurance Company](#) (CHLIC):

**11/1/2020 - [Connecticut](#), [Kansas](#), [Texas](#)**

**12/1/2020 - [Illinois](#), [Kentucky](#), [Mississippi](#)**

**1/1/2021 - Georgia**

The outline of coverage for Georgia is not available on AgentView yet, but will be soon.



## Together, all the way.®

1. Must be underwritten.
2. Excludes Final Expense policies.

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