

GPM Health and Life Insurance Company (GPM Health & Life) an affiliate of Government Personnel Mutual Life Insurance Company (GPM Life) launched a new Medicare supplement product on March 1, 2017 in Michigan.

The introduction of GPM Health & Life provides an opportunity to offer your clients Medicare supplement plans with more competitive pricing.

Sample Rates*

MICHIGAN	
Plan G	Plan N
\$88.97	\$77.65

* Based on female, age 67, non-smoking in the lowest rated ZIP area with 7% household discount applied.

This new product offers:

- Plans A, F G and N
- 7% household discount
 - Available to those in Michigan who (a) reside with a spouse (including civil union/domestic partner) of any age; or (b) for the past year has resided with at least one, but not more than three, other adults who are age 60 or older.
- NEW online electronic application
- \$50 cash-for-apps promotion- Contact your up-line for details

Online Application

Available for use is an online application for writing new business.

Features:

The best way to describe the e-App tool is easy, convenient and hassle-free.

- Saves time – assures application is in good order at the time of submission
- Eliminates guesswork – underwriting rules are automatically applied
- Real time – reduces frustration with outdated forms and ensures quoted rates are current
- Linked to FDA prescription drug database
- Ability to track application status on the Dashboard

Access:

The electronic application is available for GPM Health & Life business only and can be accessed via Sales Professional Access or at gpmhealth.medsuppservices.com/eapp.

For more information review the *e-App Training Manual* attached.

Sales Material

Approved materials are available to order as well as to view/download at www.GPMMedicareSupplement.com. Username: gpmLife; Password: medsupp

Application Book* <i>Print Date 03/01/17</i>	Brochure Form #	Newspaper Ad	Prospecting Postcard	Underwriting Guide
GHL61905_MI	190072	204121	190039	T04_412_0317

**Application book contains application and outline of coverage

Ordering Materials

Point-of-sale materials (application books, underwriting guide, brochures, etc.):

1. Log into GPMMedicareSupplement.com
2. Complete the supply requisition form, T04_436_0317
3. Fax form to (866) 931-9130 or call (866) 754-5716

Prospecting Materials (Postcard and Newspaper ad):

1. Log into GPMMedicareSupplement.com
2. Complete the Medicare Supplement Prospecting Materials Order Form, T04_434_0317
3. Fax form to (402) 351-1431 or call 800-693-6083 Ext 2186 or Ext. 3609

Attachments:

MI Application Book
e-App Training Manual