

Commissions Department SPOTLIGHT



JODI started with PIPAC in April of 2009. Jodi oversees all the accounting functions, including general accounting, payroll, cost accounting and commissions. She focuses on improving processes

and procedures to achieve financial, operational, and business goals. Outside of work, Jodi loves doing DIY projects at home, hanging out with friends and family. An avid sports fan, she is also constantly keeping up to date with her favorite sports teams which include the Pittsburgh Steelers, Penguins and Phillies.



GREG MOTIVATOR OF THE MONTH

“Analyze your life in terms of its environment.

Are the things around you helping you toward success - or are they holding you back?”

-W. Clement Stone

CSG Actuarial

AN INTEGRITY COMPANY

Are you restricted on which carriers you can quote?

To ensure you are selecting the right plan for each client, use a quoting system that allows you access to review all carriers.

Get access to 100% of products available in every zip.

Contact Kenny Bruington today!

319.268.7104 | kenny@pipac.com

ONLINE NEWSLETTER!

The Newsletter is now available online!



Want to access present and past PIPAC monthly newsletters?

Scan the QR above or check out the PIPAC website!

www.pipac.com/newsletter

April 2024

Monday	Tuesday	Wednesday	Thursday	Friday
1	2 Med Supp Webinar ABL	3	4 Client Needs Assessment Webinar	5 LIVE FROM PIPAC
8	9 Med Supp Webinar ACE	10 Mastering the Mystery of Med Supps Webinar	11 Med Supp Webinar Allstate Wellabe	12
15	16	17 Med Supp Webinar WoodmenLife	18	19 LIVE FROM PIPAC
22	23 Med Supp Webinar MAC	24 Client Needs Assessment Webinar	25 Plan N for the Win Webinar	26
29	30 Mastering the Mystery of Med Supps Webinar	1	2	3 LIVE FROM PIPAC

PIPAC News/Events

Small Group

5/1/2024 Effective Dates:

Wellmark and United Healthcare (UHC) new group, renewal and plan change paperwork is due to PIPAC by Monday April 15th. All completed paperwork must be submitted by 3:00 pm to ensure processing.

Please visit www.pipac.com for the complete deadline schedule and other company deadlines.



4/5/2024 9:00 am
4/19/2024 9:00 am
5/3/2024 9:00 am

Get the latest news from our PIPAC experts on carrier and industry updates, product highlights, what's hot, system updates and upcoming classes!

Contact Jennifer Wahl at
jwahl@pipac.com
to sign up for these webinars!



ABL Medicare Supplement

Tuesday, April 2nd at 12:00 pm

Clients Needs Assessment

Thursday, April 4th at 10:00 am

ACE Medicare Supplement

Tuesday, April 9th at 10:00 am

How to Present Short Term Care

Tuesday, April 9th at 12:00 pm

Mastering the Mystery of Med Supps

Wednesday, April 10th at 10:00 am

Contact Jennifer at jwahl@pipac.com to sign up for these webinars or to find out more about upcoming classes and webinars!



IMPORTANT ANNOUNCEMENT



CAA REPORT!

Group Health carriers have issued the CMS CAA report to be completed.

Each carrier has a different deadline on when their CAA reports are due. Wellmark's CAA reports are due by April 30th. The CAA report is mandatory for all groups to complete.

Please reach out to PIPAC's Group Department if you have any questions!



Group Health
800.765.1710



SGsales@pipac.com
LGsales@pipac.com



MED SUPP FROM WOODMENLIFE

Med Supp your clients can rely on, plus exclusive member benefits.

Offer your clients a Med Supp plan from WoodmenLife, a trusted name in the industry.

They'll get a Medicare Supplement plan that can help manage their health care expenses, plus exclusive benefits only available to WoodmenLife members.

Med Supp from a Financially Strong Organization

- Awarded an A+ (Superior) rating from A.M. Best for the 47th consecutive year.
- Recognized on Forbes' 2023 list of America's Best Insurance Companies.
- Strong year-over-year financial performance, with \$11.1 billion in total assets and an impressive surplus ratio of 17.9%.

Member Benefits for Clients

- Free, online legal templates to create wills, powers of attorney and healthcare directives.
- Discounts at 30,000 retailers nationwide.
- And more!

Agent benefits from WoodmenLife

- Simple contracting process.
- Appealing and competitive commissions.
- Ongoing support to assist with any questions.

Help provide the financial peace of mind and financial security your clients deserve, plus exclusive member benefits.

**Contact our Individual Department
for more information!**

 **Individual Health**
800.765.1710  individualdept@pipac.com

Offer your clients Aflac Final Expense



N2300282G

GIVE YOUR CLIENTS ONE LESS THING TO WORRY ABOUT.

While the majority of end-of-life medical care is paid by Medicare and other insurance or government programs, the median cost for a funeral is \$7,848 - a cost not covered by Medicare.

Despite Medicare or private insurance coverage, elderly households may still face considerable financial risk from out-of-pocket health care expenses at the end of life.

You can help provide your clients added peace of mind from a name they know and count on every day - Aflac. Customers and their families rely on Aflac to help provide an additional layer of financial protection.

Final expense insurance from Aflac offers:

- Straightforward eligibility determined by answers to a few medical questions.
- Flexible coverage amounts to help meet policyholder needs.
- Guaranteed level premiums with payments that match client's Social Security deposit schedule.
- Strong commission levels that are competitive and appealing.

Take this opportunity to offer Aflac final expense to your clients.

 **Life Dept.**
800.765.1710

 sales@pipac.com



WHAT IS SHORT-TERM CARE INSURANCE?

Short-Term Care Insurance provides coverage for in-home care, assisted living, and nursing home stays, typically ranging from several weeks to a year. It is designed for individuals who need assistance with activities of daily living due to an illness, injury, or cognitive impairment.

Why offer Short-Term Insurance to your clients?

Flexible coverage options: Benefits for in-home care, assisted living, nursing home, and a cash benefit to pay family and friends.

Accessible coverage: STCi is affordable coverage that, due to its two-tiered underwriting, is available to more clients with health concerns.

Valuable benefits: STCi provides benefits typically not covered by other insurance. The built-in prescription drug benefit and optional Hospital Indemnity rider on STCi are especially attractive to Medicare beneficiaries.

Contact our Individual Department today!

319.277.8541 | 1.800.765.1710

TIRED OF BROWSING FOR LIFE OPTIONS TO FIND THE PERFECT FIT FOR YOUR CLIENT?

Look no further, Our Top Picks booklet is designed to make your job easier and more successful than ever! A curated selection of the best life insurance products, each product has been thoroughly checked and analyzed by our team of experts



and our customers have complete confidence in our recommendations. It helps you increase sales and commissions while delivering top-notch products. Save time and effort by having the best options at your fingertips. It also allows us to demonstrate our expertise and professionalism by offering our clients only the very best. Sales strategies are designed to help you sell more effectively and efficiently. You have exclusive access. You can also get personal support from our team of experts who will answer your questions and guide you through the sales process.

Don't wait - request your copy of Top Picks today!



Life Dept.
800.765.1710



sales@pipac.com



Almost every aspect of our lives is influenced by social media. Insurance is no different. Statistics show that agents engaged in social media are outselling their peers who aren't. PIPAC has created images for you as an agent to use. Be on the look out for new content regularly!

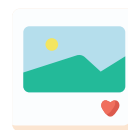
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PIPAC.COM

800.765.1710

LIFE & ANNUITY RESOURCE!

Don't forget that you can check for live updates on your life & annuity cases on pipac.com in the agent portal!

Steps to View Status:

1. Log into your Agent Portal.
2. Click on Life & Annuities.
3. You will be brought to the Quote/Case Status.
4. Click on the two tabs to see either Case Status or Quote Status.

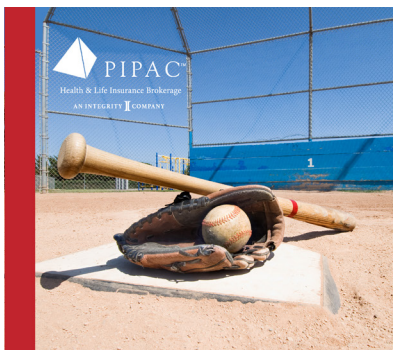
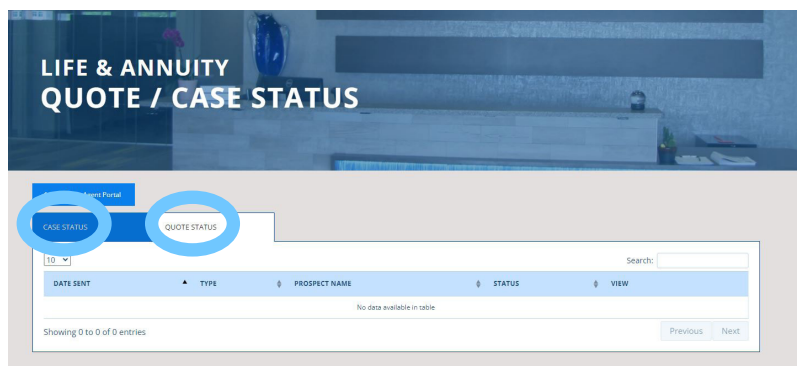
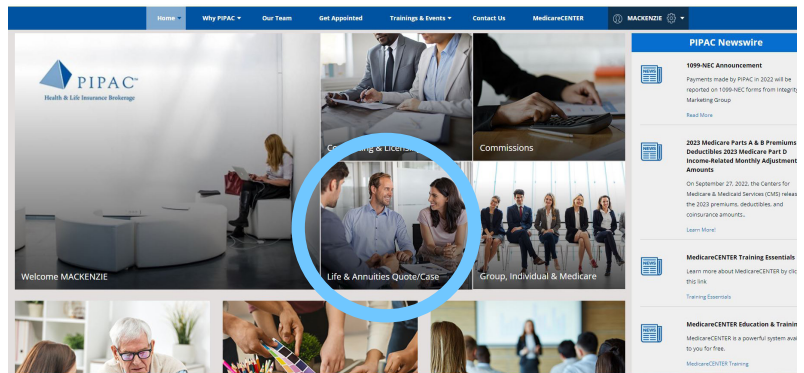
Contact our Life Department today if you have any questions!



Life Dept.
800.765.1710



sales@pipac.com



COVER ALL YOUR BASES WITH PIPAC!

SPRING CECs

3 CE CREDITS APPLIED FOR!



TUESDAY, APRIL 9TH

Sioux Falls

Sheraton Sioux Falls & Convention Center
1211 N West Ave,
Sioux Falls, SD 57104

WEDNESDAY, APRIL 10TH

Sioux City

South Sioux City Marriott Riverfront
385 E 4th St,
South Sioux City, NE 68776

MONDAY, APRIL 15TH

Cedar Rapids

Hilton Garden Inn
4640 North River Blvd NE,
Cedar Rapids, IA 52411

TUESDAY, APRIL 16TH

Bettendorf

Hilton Garden Inn
959 Middle Road,
Bettendorf, IA 52722

WEDNESDAY, APRIL 17TH

Ankeny

Courtyard by Marriott
2405 SE Creekview Dr,
Ankeny, IA 50021

THURSDAY, APRIL 18TH

Cedar Falls

Hilton Garden Inn
7213 Nordic Drive,
Cedar Falls, IA 50613

Contact Jennifer Wahl if you have any questions! Or sign up by scanning the QR code!

jwahl@pipac.com | 319-268-7123



Health & Life Insurance Brokerage

1304 Technology Pkwy, Ste 200
 Cedar Falls, IA 50613
 www.pipac.com

PIPAC STAFF – Your Health and Life Insurance Experts

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