

March 2025

Monday	Tuesday	Wednesday	Thursday	Friday
3	4 Med Supp Webinar Cigna	5	6 Client Needs Assessment Webinar	7
10 Med Supp Webinar ACE	11 Plan N for the Win Webinar	12 How to Present Short Term Care Webinar	13 Mastering the Mystery of Med Supps Webinar	14 LIVE FROM PIPAC
17  St Patrick's Day	18 Med Supp Webinar Wellabe	19 Mastering the Mystery of Med Supps Webinar	20 Med Supp Webinar ManhattanLife	21
24	25 UHC Surest Training Iowa City	26 UHC Surest Training Ankeny	27 UHC Surest Training Cedar Falls	28 LIVE FROM PIPAC
31	1	2	3	4

PIPAC News/Events

Small Group

4/1/2025 Effective Dates:

Wellmark and United Healthcare (UHC) new group, renewal and plan change paperwork is due to PIPAC by March 14th. 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.



3/14/2025 9:00 am

3/28/2025 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 Kaitlyn at kaitlyn@pipac.com to sign up for these webinars!



United
Healthcare

UHONE VISIONWISE

Vision Benefits (per insured person once per Policy Year)		Premium \$13.28 per each insured (Age 18+)	
Vision Waiting Period		None	
		Network	Non-Network
Eye Exam		You Pay \$0 We pay 100%	We pay up to a \$50 allowance
Standard Lenses and Frames	Single-Vision Lenses	You Pay \$10 Copay We pay 100% after Copay	We pay up to a \$40 allowance
	Bifocal-lined Lenses	You Pay \$10 Copay We pay 100% after Copay	We pay up to a \$60 allowance
	Trifocal-local Lenses	You Pay \$10 Copay We pay 100% after Copay	We pay up to a \$80 allowance
	Frames	We pay up to a \$150 allowance	We pay up to a \$75 allowance
Contact Lenses - Up to 12 Month Supply		We pay up to a \$150 allowance	We pay up to a \$105 allowance

What is an allowance? An allowance is an amount payable, only once per year, up to the maximum amount, for a given service or material benefit. For example, if you purchase new frames from an in-network provider for \$100, based on the benefits above, we would pay \$100 because it is under the allowed amount. If your new frames were from a non-network provider, we would only pay \$75 and you would be responsible for paying the remaining \$25.

Contact Abbey at abbey@pipac.com or Jen at jennifer@pipac.com with any questions or for additional information!



Individual Health
800.765.1710



individualdept@pipac.com

Serve Clients More Efficiently



Client Management

Easily track the most important client information.



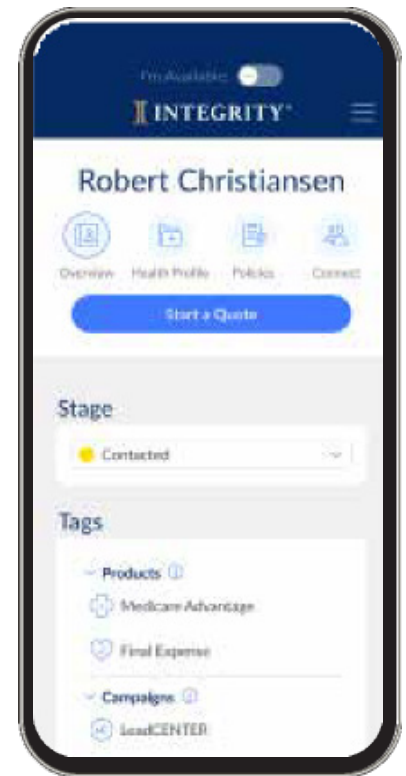
Dashboard and Task List

Track progress, see next steps, and get recommendations.



Client Connect

An easy to way to send pre-approved and compliant marketing messages to consumers.



**See why agents who use MedicareCENTER submit
79% more apps than those who don't!**

Integrity Suite of Solutions - Contact Importing

Ways to add contacts:

1. Create one contact at a time
2. Bulk Import - Template Available
3. Mobile device import
4. Contact creates using agent's PlanEnroll website
5. LeadCENTER Lead Purchases

Now is a perfect time to get your contacts added to your Integrity for Agents platform!

Add client's doctors, prescriptions, and pharmacies before the AEP season to save YOU time!

Helps build and maintain client relationships throughout the year with Client Sync and other marketing messages!

Contact Kenny for help importing your contacts or any other Integrity Suite of Solutions questions!



Kenny Bruington
319.268.7104



kenny@pipac.com

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800.765.1710

You're Invited!

Benefits of Level Funding and Value Based Care

We invite you to join us for an informative training session where we'll dive into key concepts and strategies to help you better serve your clients.

Topics covered will include Level-Funding, how to obtain quotes and save additional dollars, the strength of the network, the value of Level Funding for both clients and their employees, and Value-Based Care.

We'll also discuss selecting the right plan for your clients, driving consumer behavior change through performance and efficiency, and reducing barriers to care.

This is a great opportunity to enhance your knowledge and improve your approach to client solutions.

Don't miss out on this valuable opportunity to enhance your expertise and better serve your clients!

Locations:

Iowa City

Tues. March 25th
9:00 AM to 11:00 AM

Courtyard Iowa City
University Heights
901 Melrose Ave,
Iowa City, IA 52246

Ankeny

Wed. March 26th
9:00 AM to 11:00 AM

Courtyard Des Moines
Ankeny
2405 SE Creekview Dr.,
Ankeny, IA 50021

Cedar Falls

Thurs. March 27th
9:00 AM to 11:00 AM

PIPAC
1304 Technology Pkwy.
Ste 200,
Cedar Falls, IA 50613

Register now to secure your spot!

2 CE Credits Available

**Reach out to Kaitlyn Halsband at
319.268.7132 with any questions!**



PIPAC's Spring Summit

THURSDAY, APRIL 10TH, 2025 **REGISTRATION & BREAKFAST**

WEST DES MOINES MARRIOTT
1250 JORDAN CREEK PKWY.
WEST DES MOINES, IA 50266

7:30 AM - 8:30 AM

CONFERENCE

8:30 AM - 5:00 PM



PIPAC™

Health & Life Insurance Brokerage

AN INTEGRITY II COMPANY

LUNCH PROVIDED
CE CREDITS AVAILABLE

PRESENTED BY: Wellmark®



WHERE YOUR HARD WORK MEETS OPPORTUNITY!

We are thrilled to invite you to PIPAC's Spring Summit, an industry event designed to inspire, educate, and connect professionals like you! Join us for an unforgettable day filled with learning, networking, and growth!

What To Expect:

- **Dynamic Speakers:** Gain insights from leaders who are shaping the future of our industry.
- **Engaging Breakout Sessions:** Tailor your experience by choosing sessions that address your specific interests and challenges.
- **Expert Panels:** Learn from seasoned professionals as they discuss strategies, innovations, and trends.
- **Carrier Reps On-Site:** Connect with representatives from leading carriers at their tables and during speaking sessions to explore their offerings and expertise.

**Register today by
scanning the QR Code
below or call Kaitlyn at
319.267.7132!**





Health & Life Insurance Brokerage

AN INTEGRITY COMPANY

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

PIPAC STAFF — Your Health and Life Insurance Experts

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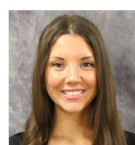
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Sales

Commissions

Marketing

Technology

Now is the time to talk about Final Expense!

We've made selling Final Expense easier than ever! We've created powerful marketing materials for you to share with your clients, highlighting the key benefits of a Final Expense policy—affordable coverage, guaranteed acceptance options, and peace of mind for their loved ones. Plus, when you sell through LifeCENTER, you gain access to top-tier carriers, exclusive products, competitive commissions, and cutting-edge technology to streamline your sales process.

PROTECT YOUR LOVED ONES WITH A FINAL EXPENSE POLICY



Benefits of Final Expense:

- No medical exam
- Affordable premium
- Quick approval process
- Peace of mind

ENSURE YOUR FAMILY ISN'T BURDENED WITH FUNERAL AND END-OF-LIFE EXPENSES

Thanks for allowing me to help you with your insurance needs. I truly appreciate your trust in me. As you continue to plan for the future, I would like to offer you a Final Expense plan, designed to provide peace of mind for your loved ones. A Final Expense Policy is an affordable way to ensure your loved ones aren't burdened with costly end-of-life expenses. With the average funeral costing \$10,000-\$15,000, many families struggle to cover these unexpected costs.

As your agent, I can help you find a plan that fits your budget and guarantees your family is protected when they need it most. My goal is to provide peace of mind, so your loved ones can focus on what truly matters—honoring your legacy, not worrying about finances.

Let's secure your future today!

Agent Name
agent@email.com
(123)456-7890

Agent Name
123 Anywhere St.
Anytown, IA 52245

CONTACT ME TODAY TO LEARN ABOUT YOUR OPTIONS

PROTECT YOUR LOVED ONES WITH A FINAL EXPENSE POLICY



Benefits of Final Expense:

- No medical exam
- Affordable premium
- Quick approval process
- Potential Long Term Care Benefits
- Peace of Mind

ENSURE YOUR FAMILY ISN'T BURDENED WITH FUNERAL AND END-OF-LIFE EXPENSES

Planning for the future is one of the most thoughtful things you can do for your loved ones. A Final Expense Plan provides financial security during a difficult time, covering funeral costs, medical bills, and other final expenses. With affordable options tailored to fit your budget, this plan ensures your family will not be burdened with unexpected costs.

Contact me today to learn more about how a Final Expense Plan can bring you peace of mind, knowing your loved ones will be taken care of when the time comes.

Let's secure your future today!

Agent Name
agent@email.com
(123)456-7890

Agent Name
123 Anywhere St.
Anytown, IA 52245

CONTACT ME TODAY TO LEARN ABOUT YOUR OPTIONS

Reach out to the Life Department today discuss marketing Co-op opportunities!

PIPAC.COM



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 Health Department if you have any questions!


Group Health
800.765.1710
 
SGsales@pipac.com
LGsales@pipac.com

SPRING FORWARD



SUNDAY,
MARCH 9TH, 2025

+1 HOUR
FORWARD!

800.765.1710