



# MEDICARE & ANCILLARY



# GOPLAN

## MEDICARE & ANCILLARY

SIX STEPS TO SIX FIGURES

[www.lastingmark.com](http://www.lastingmark.com)



**01**

**GET STARTED**



MEDICARE

**Get Licensed:**

- Health & Life Insurance License-3 Weeks

- **XCEL Pre-licensing Education**

- Purchase

- E&O - NAPA - **NAPA E&O Coverage**

**Get Contracted:**

- Please see onboarding instructions for uploading any certifications or insurance documents. **Contracting Made Simple**
- Finding the best Carriers in your area- **Medicare.gov**
- Ahip (Medicare Advantage)- **Ahip Step By Step**
- Carrier Contracting- Time varies by carrier, typically 2-14 days
- Carrier Websites- You'll want to set up your agent login on each carriers website
- Carrier Certifications- Complete each carriers specific certification



**02**

**GET TRAINED**



MEDICARE

**Impact Link Agent Portal- Register Link**

Lasting Mark Training Center (Medicare 101) - [Training Center](#)

Medicare Center (Application Enrollment Center) - [Register for Medicare Center](#)

Insurance Toolkits Lite Version - [Insurance Toolkit Med-Sup Lite](#)

Carrier Websites- You'll want to set up your agent login on each carriers website

Slack Channel - Join Lasting Mark Workplace [#Help-Medicare](#) channel

[Slack WorkPlace](#)

**03**

**GET LEADS**

- Lasting Mark Lead Store - [Lead Store](#)
- Medicare Seminars - [Medicare Seminar Outline](#)

LIS Mailers

T65 Mailers

SEO Leads

T65 List

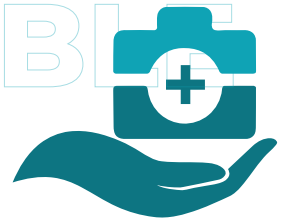
Dentist, Vision, Hearing, Doctors, Pharmacy's make great referrals





**05**

**GET PROFITABLE**



**Medicare Advantage Plans**

**(120 new plans each year)**

**83% Persistency - Maintain 100 of the 120 each year**

**2.5% increase in commissions each year**

YEAR	NEW APPS	RENEWAL APPS	TOTAL MAPD INCOME
1	120 x \$626 = <b>\$75,120</b>	-	<b>\$75,120</b>
2	120 x \$641 = <b>\$76,920</b>	100 x \$321 = \$32,100	<b>\$109,020</b>
3	120 x \$657 = <b>\$78,840</b>	200 x \$329 = \$65,800	<b>\$144,640</b>
4	120 x \$673 = <b>\$80,760</b>	300 x \$337 = \$101,100	<b>\$181,860</b>
5	120 x \$689 = <b>\$82,680</b>	400 x \$345 = \$138,000	<b>\$220,680</b>
6	120 x \$706 = <b>\$84,720</b>	500 x \$353 = \$176,500	<b>\$261,220</b>
7	120 x \$723 = <b>\$86,760</b>	600 x \$362 = \$217,200	<b>\$303,960</b>
8	120 x \$741 = <b>\$88,920</b>	700 x \$371 = \$259,700	<b>\$348,620</b>
9	120 x \$759 = <b>\$91,080</b>	800 x \$380 = \$304,000	<b>\$395,080</b>
10	120 x \$777 = <b>\$93,240</b>	900 x \$389 = \$350,100	<b>\$443,340</b>



## 06

## GET BUILDING



- **Timeframe:** Once you are ready to mentor someone
- **What we should be doing:**
  - Be on the lookout for individuals to join your team. Overrides are available when you have an agent that is ready to sell that joins your team. Override amounts vary by carrier and are based on the number of ready to sell agents on your team.
- **Medicare Recruiting Worksheet**
  - The efficient and effective recruiting of agents depends largely on asking the right questions. This will assure that you know the agent you are recruiting and that you have the proper contracts and licenses to support that agent. This document will serve as your roadmap when recruiting agents and building your team.





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