

MAGELLAN  
HEALTHCARE



# PARTNER WITH MAGELLAN HEALTHCARE

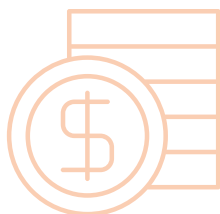
Time is our most valuable resource and one that we understand you are in short supply of. We realize that is why while you'd like to add many new product lines to your practice, you simply might not have the ability at this time.

Don't let this prevent you from ensuring your clients Medicare and Senior Health Insurance needs are covered. Let Magellan Healthcare close the gap in your holistic coverage options and keep other agents from trying to poach your clients.

We're excited to provide our Medicare Partnership and Referral Program, a seamless resource developed to help your clients navigate the Medicare Maze.

## MORE. BETTER. DIFFERENT.

### WHAT WE OFFER:



**Trusted Medicare advice.** Our MHC Professional will assist your clients with their Medicare options over the phone. We provide the personalized Medicare Roadmaps your clients desire. This will help solidify your holistic service model and ensures even fewer reasons for them to seek advice from others.

**Cost-effective resources.** Our program allows you to fulfill clients' Medicare planning needs without taking on the extra expenses of hiring additional employees, paying additional salaries, or obtaining additional certifications.

**New revenue streams.** As our valued partner, you will receive a referral payment on the first-year commission for all eligible sales as defined by the program.

## FOLLOW THESE STEPS TO UTILIZE THE REFERRAL PROGRAM:

### FOR EXISTING CLIENTS

**IDENTIFY PROSPECTS:** Identify clients turning 65 in the next twelve months and let them know you have a trusted partner who can help them

**CONNECT THEM TO MHC:** After your office has confirmed your client would like to speak with our team, have them sign the Permission to Contact form, then submit the request on MHC's website, <https://partnerwithmagellanhealthcare.com/agent-login>

➤ You can upload the Permission to Contact form on this online tool or, if you prefer, email it to our team at [medicare@magellanfinancial.com](mailto:medicare@magellanfinancial.com)

**SCHEDULING THE APPOINTMENT:** MHC's Team member will follow-up with your client via call, text, and/or email to evaluate their personal situation and create a personalized roadmap of their Medicare planning needs

### FOR NEW CLIENTS

**ADD MEDICARE TO YOUR PROCESS:** Let your clients know that your dedicated team can help them with their Medicare and Senior Health Insurance needs during your sales process

**INTRODUCE THEM INTO THE PROCESS:** Connect them with MHC's referral program just like above

### ADVISOR PAY STRUCTURE:

We understand that you and your clients have options and so we want to reward you for selecting Magellan Healthcare to assist your clients on their Medicare journey by paying out a referral credit (as allowed within CMS compliance regulations).

#### **Medicare Supplement Plan Sale**

Agent receives \$100 referral payment once the policy is funded and paid by the carrier

#### **Medicare Advantage Plan Sale**

Agent receives \$100 referral payment once commissions are paid to MHC by the carrier

*For financial professional use only. Not to be used with the general public or in a sales situation.*



*For more information, call MHC @ 866-779-3553.*