

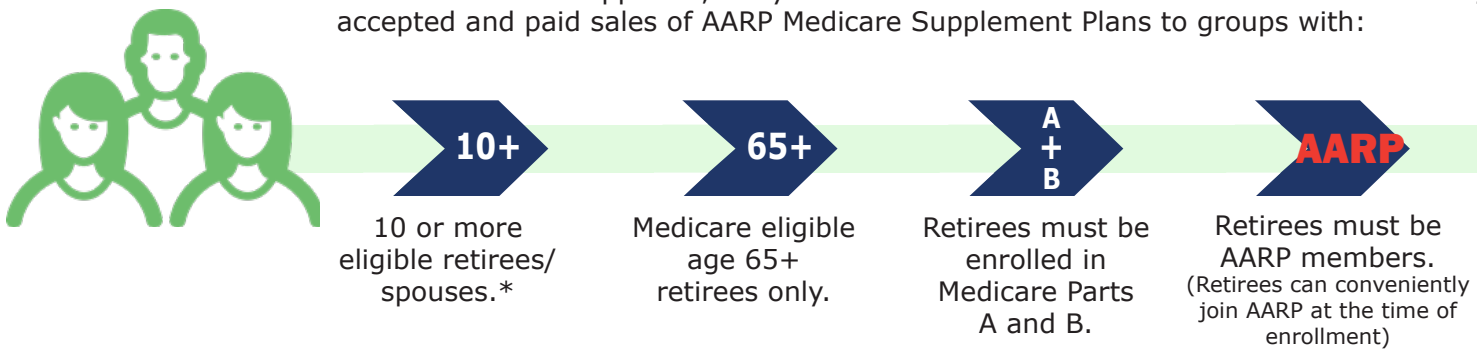
DO YOU KNOW

About

Agent-Directed Employer Group Sales?

Don't miss the opportunity to offer AARP® Medicare Supplement Insurance Plans, insured by UnitedHealthcare® Insurance Company, to group retirees!

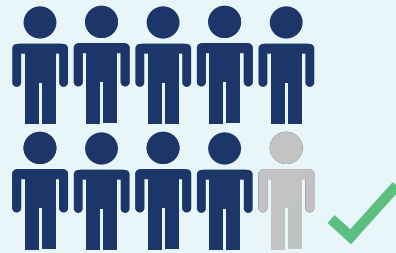
Through the **Agent-Directed Employer Group Sales Program**, agents, with UnitedHealthcare approval, may offer and earn commission on commission-eligible, accepted and paid sales of AARP Medicare Supplement Plans to groups with:



Why UnitedHealthcare?



of insured members surveyed say they are **satisfied with their plan**¹



9 out of 10 insured members surveyed would **recommend their plan to friends or family**¹



of active AARP Medicare Supplement Insurance Plan members **currently renew their plans**²

More than



employers have chosen AARP Medicare Supplement Insurance Plans for thousands of their retirees over the past 15 years**



Group retirees may receive **free AARP membership**

Advantages and Benefits



Group Administrators

- Ease of administration
- Streamlined enrollment process
- Competitive rates in many states
- Affordable pricing for any company budget
- Customized contribution levels
- List bill support for groups that subsidize
- Various billing arrangements
- Personalized transition planning and implementation



Retirees

- No networks – visit any provider that accepts Medicare patients
- Multiple plan options
- Plans go with the retiree anywhere in the U.S.
- Guaranteed renewable³
- 98% of claims are processed within 10 business days with no claim forms needed²
- Value-added services, including vision discounts and more⁴

Ready to Get Started?

- 1 Become familiar with the Agent-Directed Employer Group Sales Program and download presentations and materials available on the UnitedHealthcare Toolkit.
- 2 Identify, receive approval from UnitedHealthcare, then approach the Group.
- 3 Follow the Sales and Onboarding Process found in the Program Guidelines.

 For assistance at any time during this process, please contact your **UnitedHealthcare Regional Sales Director** for AARP Medicare Supplement Insurance Plans or email AgentGroupSales@uhc.com.

Want to Learn More?



View the Agent-Directed Employer Group Sales website:

www.medsuppagentgroupsales.com.



Join an upcoming Training Session available on the

National Training Calendar on Jarvis.

*To qualify, retirees have to be 65 years of age or older and be enrolled in both Medicare Parts A and B. Medicare supplement coverage should not be duplicated. AARP membership is also required.

** Based on internal company data, 2019.

¹ From a report prepared for UnitedHealthcare Insurance Company by GFK Custom Research NA, "Medicare Supplement Plan Satisfaction Posted Questionnaire," March, 2017. To request a copy of the full report visit www.uhcmedsupstats.com or call 1-800-523-5800.

² From a report prepared for UnitedHealthcare Insurance Company by ORC International entitled "Substantiation of Advertising Claims Concerning AARP Medicare Supplement Insurance Plans," April 2017. To request a copy of the full report, visit www.uhcmedsupstats.com or call 1-800-523-5800.

³ Plans are guaranteed renewable as long as premiums are paid when due and there has been no material misrepresentation on the application.

⁴ These are additional insured member services apart from the AARP Medicare Supplement Insurance Plan benefits, are not insurance programs, are subject to geographical availability, and may be discontinued at any time.

AARP endorses the AARP Medicare Supplement Insurance Plans, insured by UnitedHealthcare Insurance Company (UnitedHealthcare Insurance Company of New York for New York residents). UnitedHealthcare Insurance Company pays royalty fees to AARP for the use of its intellectual property. These fees are used for the general purposes of AARP. AARP and its affiliates are not insurers. AARP does not employ or endorse agents, brokers or producers.

For internal/agent use only. Not to be used for distribution as marketing material to the general public, retirees/spouses or employers.