



## It's a Bird! No, It's a Plane! Wait, Is That a Pig!?

Nope, pigs aren't flying, but Lifetime Renewals are here for AARP® Medicare Supplement Insurance Plans, insured by UnitedHealthcare® Insurance Company, applications.

Yes, that's right — renewals will be happening past year 6!

Now the only question is why wouldn't you want to sell more AARP Medicare Supplement Insurance Plans? **Our plans:**

- Have Low Lapse Rates
- Have High Member Satisfaction<sup>1</sup>
- Cover more people with Medicare supplement plans nationwide than any other individual insurance carrier<sup>2</sup>

**Agents in the following states will now earn lifetime renewals on applications with plan effective dates of May 1, 2018, and later<sup>3</sup>:**

**Arizona**

**Florida**

**Georgia**

**Maryland**

**Michigan**

**Minnesota<sup>4</sup>**

**Nevada**

**New Hampshire**

**New Jersey**

**North Carolina**

**Ohio**

**Oklahoma**

**Utah**

**Virginia**

Renewals will be paid as long as the member stays with an AARP Medicare Supplement Plan and continues to pay the premium, provided the agent remains in good standing.<sup>5</sup>

Please see your state-specific commissions amendment sent on Monday, April 2, 2018, for additional details.

### **Questions?**

For more information, please send an email to the Producer Help Desk at [phd@uhc.com](mailto:phd@uhc.com) (include agent writing number in the subject line), or contact your UnitedHealthcare Regional Sales Director for AARP Medicare Supplement Plans.

### **Need more info?**

**Contact Senior Market Sales at 1-877-888-9996**

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<sup>1</sup>From a report prepared for UnitedHealthcare Insurance Company by GfK Custom Research NA "Medicare Supplement Plan Satisfaction Posted Questionnaire," March 2017, [www.uhcmedsupstats.com](http://www.uhcmedsupstats.com) or call 1-800-523-5800 to request a copy of the full report.

<sup>2</sup>From a report prepared for UnitedHealthcare Insurance Company by Mark Farrah Associates, "December 2016 Medigap Enrollment & Market Share," May 2017, [www.uhcmedsupstats.com](http://www.uhcmedsupstats.com).

<sup>3</sup>For the states listed, except Florida, applicants must be age 65 or older and eligible for Medicare supplement open enrollment, or underwritten.

<sup>4</sup>Commissions are not payable for riders in Minnesota.

will be paid based on the original AARP Medicare Supplement Plan sold, even if the member switches to another AARP Medicare Supplement Plan.

Lifetime renewals will be paid as long as the policy remains in force and up until the agent's death. If a successor agent agreement is on file, the successor agent will receive the lifetime renewals.

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