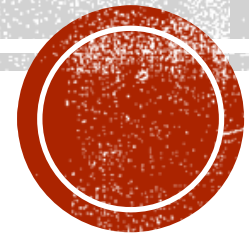


PARTNERING WITH FIRST SIERRA INSURANCE SERVICES



**Presenter- Amanda Hargis
Director of Agent Support, First Sierra Insurance Services**

First Sierra Insurance Services is one of the largest Senior Marketing Organization on the West Coast. We have received multiple awards for Top Production from Major Insurance Companies.

Built by agents, for agents, on a foundation of extensive agent sales support, your success is our focus. We value our agent partner relationships, and we use our expertise to help you increase **your** sales.

We have top level contracts with the most desired Medicare carriers in the state, including Anthem, Blue Shield, Humana, UnitedHealthcare and more. We have worked hard to build strong relationships with these carriers allowing you to offer some of the most competitive and reliable Medicare products on the market.



QUICK MEDICARE STATISTICS

- In 2011, the 77 Million members of the “Baby Boom” generation began turning 65.
- It is estimated that 1,200 Seniors become eligible for Medicare every day in California.
- By the year 2030, 1 out of every 5 Americans will be age 65 or older.
- For many of these Medicare Eligible Beneficiaries this is the first time they will be choosing their own medical benefits. It can be very overwhelming to most people.



CARRIER PARTNERSHIPS

MAPD/PDP

- Aetna
- Alignment Health Plans
- Anthem / Elevance
- Blue Shield/Blue Shield Promise
- Brand New Day / Central Health
- Devoted
- HealthNet/Centene/Wellcare
- Humana
- Imperial
- SCAN
- SilverScript
- UnitedHealthCare

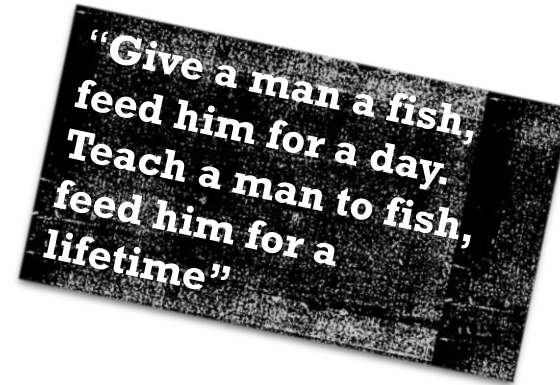
MEDICARE SUPPLEMENT

- Aetna
- Anthem Blue Cross
- Blue Shield
- Cigna- Loyal American
- HealthNet
- Humana
- Mutual of Omaha
- Physicians Mutual
- AARP UnitedHealthcare



FIRST SIERRA VALUE PROPOSITION

- Carrier contracting assistance
- Agent Managers for personalized one on one help
- Training- compliance, marketing, sales and community meetings
 - Face to face (currently on hold)
 - Webinar
 - Topics-
 - Guerilla Marketing
 - Centers of Influence
 - Compliance
 - Medicare 101 & 201
 - And many more
- Sales support
 - Submission questions
 - Compliance questions
 - Underwriting assistance
 - Compliant marketing strategies
 - Market review of the product landscape in your area
- Interactive agent website
 - Medicare Product Quoting Engine
 - Secure file upload
 - Webinar training
 - Important forms
 - Web links to carrier agent portal
 - Marketing Materials



DIGITAL TOOLS

Single Platform Online Quoting And Enrollment Center

- Medicare Advantage – Including Rx and provider searches
- PDP – Including Rx drug searches
- Electronic SOA
- Call Recording
- Secure data storage

Meet seniors wherever you are with **Digital Medicare**



Online. On any device.

"This was the absolute BEST tool I had during AEP! This was my 5th AEP, and the amount of time and frustration I saved was incredible. It was very convenient to access all carriers and look up clients after enrollment in one place."

- Aimee J., Licensed Insurance Broker

Shop, Quote, Enroll and Retain your Customers:

- Access carrier inventory and manage your Book of Business **all in one place**
- **Save drug lists** and improve quote accuracy
- **Telework** compliantly with our **Electronic SOA**
- **Speed up enrollments** with electronic enrollment signature capability
- **Include the most accurate drug costs** based on LOCAL pharmacy pricing
- **Stay connected on any device** - phone, tablet and laptop
- Increase self-service enrollments with your own **Shopping Link (Personalized URL)**
- **Retain your customers** year-after year



Telework Technology Tip

Powered by CONNECTURE DIX

Contact: Amanda Hargis | amanda@myseniorsales.com | 877.315.3098



QUESTIONS?

Contracting?

Training?

Commissions?

Support Team?

For more information or for contracting assistance please contact:

Rachel Jackson – Head of Contracting

contracting@myseniorsales.com

Or

www.myseniorsales.com

**FIRST
SIERRA**
INSURANCE SERVICES

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2150 N. Winery Ave., Fresno CA 93703

Satellite Training Locations-

- ❖ Manhattan Beach, CA
- ❖ Pasadena, CA
- ❖ Bakersfield, CA
- ❖ Sacramento, CA
- ❖ San Jose, CA

