



July 2, 2013

Expand Your Medicare Sales!

Coventry's health plans offer training on a great tool to help YOU assist more customers

Your local Coventry team is eager to fill you in on the solutions and service available with our web-based tool that lets you efficiently identify and assist new clients who have a Special Enrollment Period (SEP) and may be eligible to apply for extra help!

- Very often, Medicare beneficiaries may not know that they may qualify for the Part D Low Income Subsidy (LIS) program that helps them pay for their prescription drug coverage. And, they may not know that there is a year-round SEP available to them.
 - Coventry supports YOU to identify and assist clients who may qualify to receive help to pay their monthly plan premium*, yearly deductible, and/or prescription drug copayments.
 - Consider clients whose eligibility for extra help may have changed for 2013.**

Coventry's LIS Training includes:

- What LIS means for your Medicare sales success
- Overview of the Medicare LIS program
- Identifying and engaging potential prospects
- LIS qualifications
- Best practices for assisting clients to apply for Medicare's extra help

Call your local Coventry sales management team TODAY!

[Local Health Plan Training Contacts](#)

** The monthly plan premium does not include any Medicare Part B premium that the member may still need to pay.*

*** Medicare or Social Security will periodically review their eligibility to make sure that the member still qualifies for extra help for their Medicare prescription drug plan costs. A beneficiary's eligibility for extra help might change if there is a change in their income or resources, or their marital status changes, or if they are dual-eligible and lose Medicaid coverage.*

Broker/Agent Only