

# GS National and GBS

SELLING MEDICARE ADVANTAGE PLANS

# Today's agenda

- What role does GS National play?
- Why would I want to sell Medicare Advantage Plans?
- What is Transcend?
- Getting contracted with GS National
- Certifying with CareFirst MA
- Product Sneak Peak
- Questions and Answers

# Why do I need to work with GS National when I already have a Care First contract?

As the FMO, GS National is responsible for the management, training and payment of the distribution force. Simply put, all agents who wish to represent CareFirst Medicare Advantage plans must work with an FMO.

# Is it worth the time and effort to get certified for Medicare Advantage?

## REQUIREMENTS

- Contract with FMO
- Health License in the state
- AHIP certification
- E&O insurance
- Certification for each carrier

## BENEFIT TO BROKER

- Ability to offer low cost alternatives
- No underwriting
- Level commissions
- RX and extra benefits included
- Never collect a check

Medicare Advantage commissions are regulated by CMS. There is a Fair Market Value that serves as the maximum a plan can pay to an agent. This is a standard amount and is not dictated by the plan's premium.

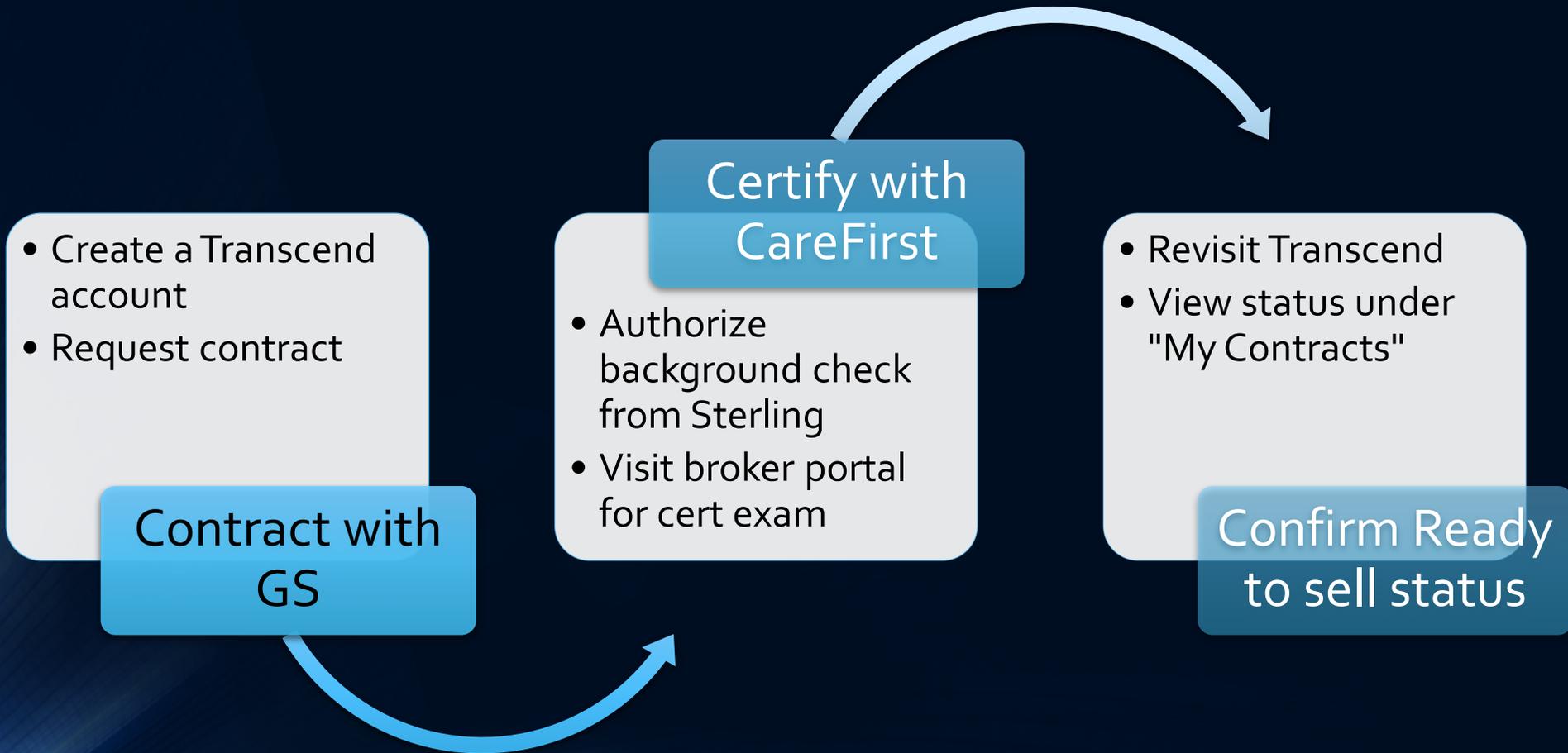
For any beneficiary that has never been enrolled in an MAPD or Part D plan the 2021 FMV is \$539.

For replacement and renewals the FMV is \$270.

# TRANSCEND

- GS National's proprietary Agent/Agency management tool
- Request and complete contracts
- View your book of business
- Run quotes and submit enrollment applications
- View your Marketing Rewards
- Access training and sales materials

# Contracting and Certification for CareFirst



# Important Links, Emails and Numbers

- AHIP Medicare training: [www.ahipmedicaretraining.com](http://www.ahipmedicaretraining.com)
- CareFirst broker portal: <https://broker.carefirst.com/brokers/home.page>
- Transcend: [www.gsnational.com](http://www.gsnational.com)
- GS National Broker Support: agentinfo@gsnational.com
- GS National Broker Support: 1-855-330-5566