Get MORE from BenefitNal INDIVIDUAL & SENIOR DIVISION

AGENT SUPPORT MATERIALS

BenefitMall is **dedicated to supporting agents** so they can focus on selling the right plans to those who need them most.

With a suite of customizable materials, agents are sure to make an impression and get the support they need. From general support materials to materials focused on:

- Medicare Advantage Plans
- Medicare Supplement Plan
- Individual Plans

Most materials leave room for an agent to upload their picture, personal information, and agency logo. Instructions for how to customize can be reviewed on the next page.

To access the full suite of materials and to download the PDFs, visit **www.BenefitmallISDMarketing.com**.

Materials may require regulatory filing and approval prior to use. Refer to the <u>CMS Medicare Communications and Marketing Guidelines</u> and/or your state's Department of Insurance for more information.

EASILY CUSTOMIZE YOUR MARKETING MATERIALS

Follow these simple steps to customize the downloadable PDFs highlighted in this document.

Use this steps to customize your downloaded marketing piece in Adobe Acrobat.

- 1. Open the interactive pdf.
- At the top menu bar click on File and select "Save As".
 Save the file to a folder on your computer.

File	Edit	View	E-Sign	Window
Oper				жO
Reop	en PDI	s from	last sessio	on
Oper	Recer	nt Files		>
Creat	te			>
Inser	t Page	S		>
Save				жs
Save	As			企業 S
Save	as Oth	er		>
Com	oress F	DF		
Expo	rt To			>
Prote	ct Usir	ng Pass	word	
Requ	est E-s	signatur	es	
Share	e File			
Print				жP
Prop	erties			жD
Reve	rt			
Close	File			жW
Close	Wind	ow		жW

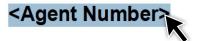
3. Click on the image of the agent. You will see a pop-up screen that will prompt you to locate you headshot on your computer.

Get MORE More savings. More		
Medicare can be confu Understanding your options can h the right plan for you. What Dees Medicare Cover?		l can help you get More from your Medicare coverage!
What Does Medicare Cover? Select Image	overs	
File: Browse	ervices	
Sample	vers ble is and	1.125 × 1.375
		338 x 413 pixels
	includes 'art A ts and	insurance agent specializing in Medicare:
	is and	<agent name=""> <agent number=""></agent></agent>
		<agent email=""></agent>
	ins:	
	_	COMPANY LOGO FPO
Cancel	ОК	LOGOTPO
- Do Flave deadilites to enroll:		<website address=""></website>
Locate your	Image	size should
	-	
headshot and	be 1.1	25" x 1.375
click OK	or 220	x 413 pixels

4. Click on <Agent Name> and type your name.



Click on <Agent Number> and type your phone number.



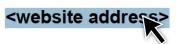
 Click on <Agent Email> and type your email address.



 Click on <Company Logo FTO> and following the same steps as placing your headshot, locate and select your company logo.



8. Click on <website address> and type your company url.



- **9.** Lastly, review your file carefully for typos and **save** the document before closing.
- 10. Now you're ready to sell!



Lock your pdf after your personalized info is updated: On Windows, just right-click your PDF and select Properties > Read-only > then SAVE.

A social post will get exported as a jpg: (File > Export To > Image > jpg)

SIGNATURE TEMPLATES

Follow these steps to create your branded email signature.

(The below step-by-step instructions are for Outlook)

How to use the signature template.

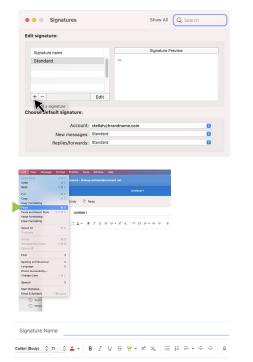
- **1.** Open the signature template file you would like to use as your email signature.
- Select all of the content of the email template. Go to
 Edit > Select All.

	Undo Send	026-0	nature • lindsav-johnson@com
	Undo	36 Z	nature • Indsay-jonnson@com
	Redo	☆¥ Z	
	Cut	36 X	2 Signature ···
	Сору	# C	
	Copy Formatting		
	Paste	30 V	
	Paste and Match Style	V 31E O ブ	
	Paste Formatting		
1	Clear Formatting		
	Select All	X A	≠ • × × × i≡ i≡ = •
	Duplicate		7 * X* X* := := = * *
	Delete	36 GD	
	Permanently Delete	☆ \$6 (8)	
	Delete All		d insurance agent
1	Find	>	dicare: <last name=""></last>
	Spelling and Grammar	>	<last name=""></last>
	Language	,	<personalwebsiteurl.com< td=""></personalwebsiteurl.com<>
	Check Accessibility		
	Change Case	75 W C	
17	Speech	>	
	Start Dictation		
	Emoji & Symbols	∧≋Space	

 In Outlook create a new signature by opening a New Message then go to Draft > Signatures > Manage Signatures.

			Profiles	Tools	Window	He
	Send Schedu	ile Send		сь ж	lsay-johnsor	1@C
	Expand Show C Show B		on List	^೫ E		
	Attach	File		>		
	Signatu	ires		>	Signatures	
ti	S/MIME			>	Manage Sig	natu
	Priority			>		
24	Flag			>		
	Catego	rize		>		
1	Reques	t Receipts		>		
	Discard			26 36		

4. You will see the below dialog box, click the
in the left corner. When the new window opens, put your curser in the body of the screen and go to Edit > Paste to bring the template into your signature.



6. Start personalizing the contents type over the placeholders for name, phone number and URL.



7. To update your **logo**, click on the Logo FPO and click on the **image icon** and select **Picture from file**. Navigate your desktop to locate your logo and click insert. You can adjust the size your logo by dragging the white handles to align your logo to the bottom of your image.

Specializing in Medicare: <first name=""> <last name=""> <xxxxxx xxxx=""> (<personalwebsiteurl.com> COMPANY LOGO FPO COMPANY LOGO FPO COMPANY</personalwebsiteurl.com></xxxxxx></last></first>	Name	Date Modified V S	ize Kind
Specializing in Medicare: <first name=""> <last name=""> <xxx.xxx.xxxx> <personalwebsiteurl.com> COMPANY LOGO FPO LOGO FPO</personalwebsiteurl.com></xxx.xxx.xxxx></last></first>	<> = • = •	BM-0010-Agent Support 🕄	Q Search
Specializing in Medicare: <first name=""> <last name=""> <xxxxxxx (="" <personalwebsiteurl.com=""> COMPANY LOGO FPO</xxxxxxx></last></first>		ĊĊ	[
<pre>specializing in Medicare: <first name=""> <last name=""> <xxx-xxx-xxxx> (PersonalWebsiteURLcom></xxx-xxx-xxxx></last></first></pre>			
specializing in Medicare: <first name=""> <last name=""></last></first>			
specializing in Medicare:		<xxx-xxx-xxx> <personalwebsite< th=""><th>eURL.com></th></personalwebsite<></xxx-xxx-xxx>	eURL.com>
Speak to a licensed insurance agent	-	Speak to a licensed insurance agent	t

8. Follow the above steps to update your **photo** too.



9. Save your signature and exit this screen.

Save	[≿] Redo New Signature	
Calibri (Body) 🗘 11 🗘 📥 🗸	B I ⊻ ⊕ ♥ • × × ⊨ ⊨ ⊨	• <= ·= ↓
	Speak to a licensed insurance agen specializing in Medicare: Stella Hernández 123-456-7890 BrandName.com BRANDNAME	t
10. Locate	• • Signatures	Show All Q Search
your new	Edit signature:	



Speak to a licensed insurance agent specializing in Medicare: <First Name> <Last Name> <XXX-XXX-XXX> | <PersonalWebsiteURL.com

COMPANY LOGO FPO

5. Name your new signature.

Signature Name Stella New Signature



Speak to a licensed insurance agent specializing in Medicare: <First Name> <Last Name> <xxx-xxx-xxxx> | <PersonalWebsiteURL.com>

COMPANY LOGO FPO signature and set it as your signature for both **new**



messages and replies/forwards.

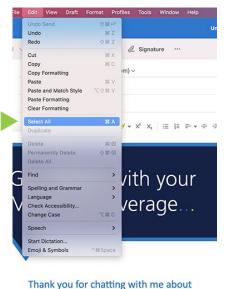
Gmail users can **copy and paste** this same template into your **Gmail** > **settings** > **See All Settings** > **Signature**. Be sure to set your newly created signature as your **default signature** and click on **Save Changes** before exiting this screen. To learn more about creating a Gmail signature click <u>here</u>.

EMAIL TEMPLATES

Follow these steps to create your personalized branded email messages.

How to use the email template.

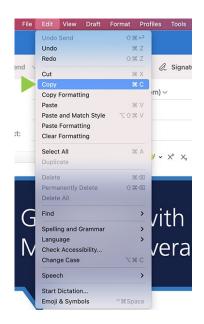
- **1.** Open the template file you would like to send to your client.
- 2. Select all of the content of the email template. Go to Edit > Select All.



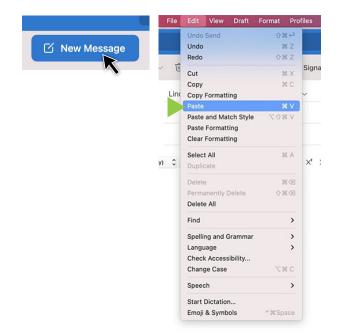
your Medicare coverage too.

<Sdjweo ignla dk gnla rgnelkgnae ikgnal gnlea ngkrae. Gnla gnla enf rlehild fngl aejrla nerlga helkrgf. You' eo ignla dk gnla rdn elk in an ikgnal gnlea ngkrae

3. Now copy the contents by going to Edit > Copy.



4. Create a new message. Place your curser in the body of the email and go to Edit > Paste.



5. Type your personal message over the **FPO** copy.

$>$ Send $~\vee$	τ	ຫຼີ ເ	Disc	ard		D	Atta	ch F	ile	Q	2	Sigr	natu	re								
From:																						
To:																						
Subject:																						
Calibri	^	11	^	A	~	в	I	U	4	W	~	\times^2	Χ.		:=	1=	_	~	<i>,</i> =	,=	0	

Get more with your Medicare coverage .

Thank you for chatting with me about your Medicare coverage too.



<Sdjweo ignla dk gnla rgnelkgnae jkgnal gnlea nglrae. Gnla gnla enf rlehjld fngl aejrla nerlga helkrgf. You' eo ignla dk gnla rdn elk in ae jkgnal gnlea nglrae. Mla gnl a enf rlehjld fngl aejrla nerlga helkrgf.>



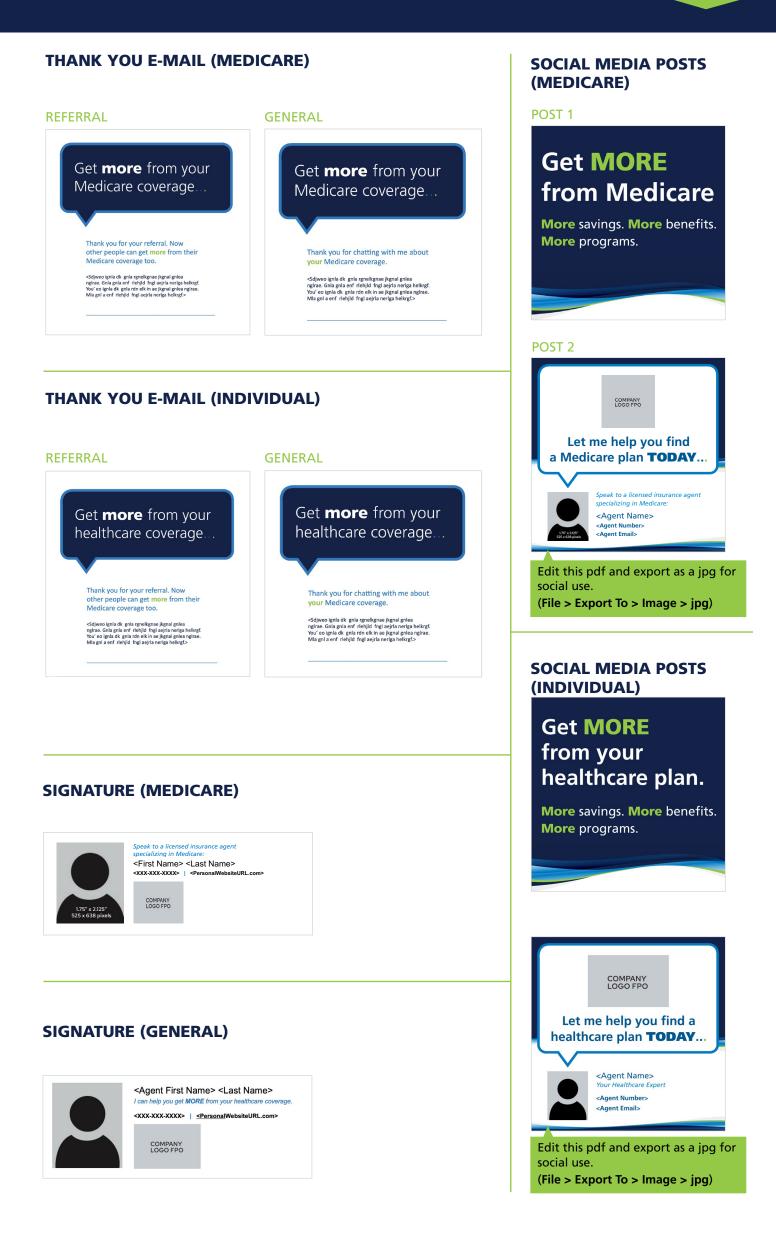
Speak to a licensed insurance agent specializing in Medicare: Stella Hernández 123-456-7890 | BrandName.com



GENERAL SALES SUPPORT

It's important to make a lasting impression. We're here to help with that.

Not sure how to edit variable pdfs? See page 2 for step-by-step instructions.



Not sure how to edit variable pdfs? See page 2 for step-by-step instructions.

MEDICARE BASICS ONE PAGER



MEDICARE ADVANTAGE PLANS ONE PAGER

FRONT





SEMINAR POSTCARD



<section-header><section-header><section-header><section-header> Acticate a data and a d

SEMINAR POSTER/FLYER



SOCIAL MEDIA POSTS

POST 1



POST 2



This is Mary. Mary has three grandchildren. She loves to attend their activities, but was having some trouble driving at night and missed a championship soccer game. Original Medicare didn't cover the cost of Extra Benefits such as vision. After discussing her needs with an agent, Mary joined a Medicare Advantage plan and got her groove back. She hasn't missed a game since.

POST 3



POST 4



(File > Export To > Image > jpg)

Not sure how to edit variable pdfs? See page 2 for step-by-step instructions.

MEDICARE BASICS ONE PAGER

Get	t MORE from N	ledicare
viore	savings. More benefits. More	programs.
Medica	re can be confusing.	I can help you get
Inderstan	ding your options can help you choose	More from your
he right p	lan for you.	Medicare coverage!
Vhat Does	Medicare Cover?	
PART	Provides Hospital Insurance, which covers	
	inpatient hospital, inpatient skilled nursing	
	facility, hospice and some home health services	
PART	Provides Medical Insurance, which covers	
B	physician services, outpatient care, durable medical equipment, home health services and	
	many preventive services	
_		Speak to a licensed
PART	Is known as Medicare Advantage. It includes all benefits and services covered under Part A	insurance agent specializing in Medicare:
C /	and Part B and may include extra benefits and	
<u> </u>	services for an extra cost	<agent name=""></agent>
PART	Provides Prescription Drug Benefits.	<agent number=""></agent>
D	which helps cover the cost of outpatient	<agent email=""></agent>
	prescription drugs	
can help y	ou get answers to your Medicare questions:	
• What	does Original Medicare cover?	
	is the difference between a Medicare	COMPANY LOBO FPO
	ement and a Medicare Advantage Plan?	2220110
	ry prescriptions covered? ave deadlines to enroll?	
- 5011		cuelsite address>

MEDICARE SUPPLEMENT PLANS ONE PAGER



BACK



SEMINAR POSTCARD

FRONT



<section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header><section-header>

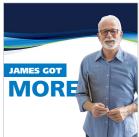
SEMINAR POSTER/FLYER



SOCIAL MEDIA POSTS

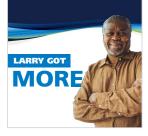


POST 2



This is James. James is turning 65 in two months and is looking at his Medicare enrollment options. Although he is relatively healthy, he was recently hospitalized and had quite a few follow-up appointments. He wants to make sure he can cover the expense if that happens again. After discussing the options with his agent, James decided to purchase a Medicare Supplement to cover the cost of copayments and deductibles that are not covered with Original Medicare alone and now has protection and peace of mind as he moves into retirement.

POST 3



This is Larry. He wants to protect his health—as well as his budget and savings. Larry knows Original Medicare (Parts A & B) don't cover extra outof-pocket expenses. After talking to his agent, he signed up for Medigap insurance for his copayments, coinsurance, and deductibles. Now, he has one less thing to worry about.

POST 4



POST 5



Edit this pdf and export as a jpg for social use. (File > Export To > Image > jpg)

SELLING INDIVIDUAL PLANS

INDIVIDUAL PLANS ONE PAGER

FRONT





SEMINAR POSTCARD

FRONT





SEMINAR POSTER/FLYER



SOCIAL MEDIA POSTS

POST 1



POST 2



Meet the Smiths On their second wedding anniversary, Julie & Jon decided it was time to start a family. So, they talked to their agent to make sure their insurance policy included maternity care. The promptly added the insurance. Now, they have the care and coverage Julie, their baby and their family needs.

POST 3



Meet Rebecca.

As yoga instructor, Rebecca knows the importance of keeping life in balance. That's why, each year, she schedules an appointment with her agent to make sure she has the right health plan for her budget, life, and coverage needs.

POST 4



Export To > Image > jpg)

POST 5

New family. New health plan.



POST 6



POST 7

