THE VALUE OF NAHU MEMBERSHIP IN THE MEDICARE MARKETPLACE

SCAHU SYMPOSIUM/SUMMIT APRIL 2021

WHY GET INTO THE MEDICARE MARKET?

- 10,000 people per day turning 65 for the next 25 years.
- Medicare can be confusing and intimidating so help is valued and needed.
- If you do it right, you have a client forever.
- Protect your Group Clients from making bad decisions.
- The market is underserved by good agents.
- Medicare is local.
- Additional sales opportunities like LTC, Life, Annuities

HOW WILL YOU SEPARATE YOURSELF FROM THE PACK?

EDUCATION

- Medicare Newsletter
- Webinars
- ABS Magazine – Medicare Matters
- Medicare Certification Course
  - Streamlined curriculum meets the stringent CMS requirements.
  - Complements each plan sponsor's plan-specific training.
  - After taking the final exam, NAHU administers continuing education credits to their respective state, and a certificate of completion is provided electronically.
  - The cost of the NAHU's Medicare, Medicare Advantage and Compliance Requirements certification training is $100 for members.

LEGISLATION/ADVOCACY

- Thanks to NAHU's lobbyists, agents and brokers can be confident that their voices are heard by members of Congress.
- Medicare Advisory Group and Medicare FMO/GA Principals Council

REGULATORY INFLUENCE/ TIMELY UPDATES

- NAHU maintains close relationships with CMS and other regulatory bodies and is among the first to know about any proposals they release. This helps agents and brokers protect their clients' interests.

CASE STUDIES/B2B NETWORK

- NAHU helps its members share stories, strategies and best practices with one another. Find out how to get your clients better value for their healthcare dollars.

NAHU MEDICARE RESOURCES/ SUPPORT MATERIALS

- CMS approved Medicare brochure
- Customizable marketing pieces and infographics
- Medicare Summits
- www.nahu.org – Medicare Portal

WHY AREN'T YOU A MEMBER?

"Every man/woman owes a part of his/her time and money to the business or industry in which he/she is engaged. No man/woman has a moral right to withhold his/her support from an organization that is striving to improve conditions within his/her sphere."
– Theodore Roosevelt

SPECIAL MEMBERSHIP OFFER

Any new member who joins NAHU/SCAHU will receive $50 off their yearly membership.

This offer will only be honored during the SCAHU Symposium/Summit.