



FOR IFB + MEDICARE BROKERS

Medica will be closed on May 29 in observance of Memorial Day.

[Doing Business with Medica](#) | [Medicare](#) | [Training + Events](#) | [In the News](#)

## Doing Business with Medica

### Register for our May webinar series

Join us at 10 a.m. on the dates below to continue our four-part webinar series on various topics that can help you enhance and grow your business:

- **May 17:** Become a hero broker
- **May 24:** Presenting with confidence

Register on the *Training and events* page through the Broker Portal.

Miss the first two sessions earlier this month? Visit the *Training and events* page to watch the recorded sessions.

- **May 3:** Building trust with customers online
- **May 10:** How to master the sales cycle

## Medicare Market

# Medicare Supplement premium rate changes effective June 1 – IA, NE, ND, SD

Medica's Medicare Supplement plans will have a premium rate change effective June 1, 2023, for Iowa, Nebraska, North Dakota, and South Dakota. Rates in Iowa/Nebraska will increase 8%, and North Dakota/South Dakota will increase 9%.

Our rates on Medica.com and the Marketing Hub have been updated to reflect these changes.

## 2023 Medicare Supplement bonus program

Take advantage of the bonus program for our Medicare Supplement plans in Minnesota and Nebraska. This program begins with new business sales, submitted via Medica's electronic application process, for policies effective **April 1 – September 1, 2023**. You can earn:

Minnesota	Nebraska
<ul style="list-style-type: none"><li>• \$500 total for the first five <b><i>underwritten</i></b>, active (premium paying) policies</li><li>• \$200 total for the first five <b><i>Open Enrollment</i></b>, active (premium paying) policies</li></ul>	<ul style="list-style-type: none"><li>• \$500 total for the first five <b><i>underwritten</i></b>, active (premium paying) policies</li></ul>
Eligible Plan Types: Basic, Extended Basic, Copayment Plan N	Eligible Plan Types: F, G, N
Applications must be submitted electronically to qualify	Applications must be submitted electronically to qualify
Maximum payout: \$700	Maximum payout: \$500

Learn about [additional details and qualifying guidelines](#).

Have a question? Contact your Sales Relationship Manager or the [Broker Experience team](#).

## Training + Events

### Register for our upcoming June webinar

Join us on **June 14** at 10 a.m. CT for a legislative updates webinar. Jay McLaren, Medica's VP of Public Policy and Government Relations, will share the latest federal and state legislative updates that'll impact our products and service areas. Register on the *Training and events* page through the Broker Portal.

## In the News

### Post public health emergency coverage

With the end of the COVID-19 public health emergency (PHE) on May 11, 2023, Medica has returned to standard benefit coverage for all members. This means that **effective May 12, 2023:**

- **Vaccines:** Members will have no out-of-pocket costs for COVID-19 vaccines and boosters received at an in-network provider.
- **Over the-counter (OTC) tests:** Members will pay the retail cost of over-the-counter COVID-19 test kits. The cost of an at-home test kit is an eligible medical expense that can be paid or reimbursed from a flexible spending account, health savings account, or health reimbursement account.
- **Lab testing:** Normal cost-sharing requirements will apply for COVID-19 tests ordered by a medical provider at either in-network or out-of-network providers.

#### Telehealth services update:

Expanded coverage of telehealth/virtual services for many common health conditions will continue at least through the end of 2023. Some psychological testing and applied behavioral analysis (ABA) return to pre-pandemic coverage and only specific services will be covered virtually.

Visit [Medica.com](https://www.Medica.com) for additional COVID-19 information and FAQs.

## Did you miss a Broker Update?

Visit the Broker Update + Alert archive on the Medica Marketing Hub.



[Broker Manual](#) | [Contact Us](#) | [Privacy](#) | [Terms of Use](#) | [Unsubscribe](#) | [Manage Preferences](#)

For agent use only. Not intended for consumer use.

© 2023 Medica.

This email was sent to: [chrismcaike@comproins.com](mailto:chrismcaike@comproins.com)

This email was sent by: **Medica**

401 Carlson Pkwy Minnetonka, MN, 55305, USA

The address above is not for mailing records or claims.