

## What's New at PMA?

PMA is EXPANDING! We now have a conference room to accommodate up to 16 and a new agent area which is available for agent use. Below are a few pics of our new space.



## PMA LOVES KIDS!

Again this year, PMA supported KETV Channel 7's "Back-to-School" Backpack Program. PMA donated hand soaps, wet wipes, spiral notebooks, 2-pocket folders, boxes of crayons & colored pencils and pens, hi-lighters, rulers, and erasers.

## Open Enrollment Preparation

PMA will continue to have the Off-Market quote tool and ACAExpress available to our agents this year. We found both to be very helpful this last OE season. As we look ahead to our Road Show, we would like to know what you would like us to cover. If you have any ideas you'd like to share, please e-mail Monica at [monica@pmainsur.com](mailto:monica@pmainsur.com).

### PMA's "Open Enrollment" Hours

During this year's Open Enrollment, we will be open (and our phone line "on") Monday-Thursday 8:00am-4:45pm (including over lunch time), and on Friday's 8:00am-2:00pm (Friday's 11/4-12/16). PMA representatives will be available to assist you with Individual Open Enrollment questions and Under 65 direct enrollment.

**SAVE THE DATE!!!** The PMA Roadshow is coming to a town near you!

Ogallala- October 10<sup>th</sup>-morning  
Kearney- October 11<sup>th</sup>-morning  
Norfolk- October 12<sup>th</sup>-afternoon  
Lincoln- October 17<sup>th</sup>-afternoon

Stay tuned for more details....

### Gearing Up For 2017 MAPD and Part D Season!

Medicare Open Enrollment 2017 is right around the corner, and runs each year from October 15th thru December 7th. In order to sell Medicare Advantage (MAPD) and Part D products, you must complete specific training and certifications each year. There are a few steps to getting ready and are as follows:

- 1). You must be contracted with the carriers you are interested in selling MAPD & Part D products for. If you are not currently contracted and would like to be – please contact Cara at [carag@pmainsur.com](mailto:carag@pmainsur.com).
- 2). Once contracted, you must complete the 2017 AHIP Certification (see [www.ahipmedicaretraining.com](http://www.ahipmedicaretraining.com) for additional information). The AHIP Certification test = \$175.00. *However, if you are already contracted with AETNA/Coventry or Humana – you can take AHIP through them and save \$50.00.*
- 3). Once your 2017 AHIP certification is completed – you must upload your Certificate of Completion to each of your specific contracted carriers – and complete their 2017 Product Training.

\*The 2017 AHIP Certification test as well as most carriers certifications are currently available. Following are the carriers we currently offer MAPD and Part D products through: BlueCross BlueShield of NE, AETNA/Coventry, United Healthcare, Heartland Plains, Humana, and SilverScript.

If you are contracted, and are interested in more information regarding the 2017 Certification process – please contact Julie at [julie@pmainsur.com](mailto:julie@pmainsur.com).

## PMA's NEW Mobile Quote Tool for Medicare Supplement and Final Expense



It's easily accessible and ready to use! This is available through the App Store on your Iphone or IPad and through Google Play on your Android and this will make quoting while working in the field more convenient than ever!

\*\*If you are not currently signed up to use the quote tool, please visit our website at [www.pmaindur.net](http://www.pmaindur.net) and click on the "Medicare Supplement & Final Expense Quoting Tool" at the bottom of the page to request access.

**PMA has EVERY Medicare Supplement carrier available to you!** Contact Kara at [karad@pmaindur.com](mailto:karad@pmaindur.com) for more information!



### What's Up, Chuck?

As summer is coming to an end, we are approaching Open Enrollment for both Individual, Under 65 and for Part D/Medicare Advantage. Certification for both is now available. As always the Part D/Med Advantage OE is from 10/15-12/7 and Individual OE is 11/1-1/31 this year. With the proposed rate increases in the state of NE, we may be looking at a tough year in the Individual market, but with the right tools and education, I know we can all make it a prosperous selling season!



**Did You Know?** PMA is on Facebook and for the Year 2016 we have a monthly giveaway. Check us out now!  
[www.facebook.com/pmaindur](http://www.facebook.com/pmaindur)



## EMPLOYEE SPOTLIGHT

### Chuck Geissinger, President- PMA

Chuck graduated from North High School in Omaha, NE and attended the University of Nebraska – Omaha. He started in the insurance business at Mutual Protective/Medico Life Insurance Companies in their Claims Dept. in 1970 and in 1976, joined Empire Life Insurance as a Vice President. Ten years later – in 1986, he formed Preferred Marketing Associates (PMA) with one employee. Through four+ office relocations in 30 years (the last being nearly nine years ago), he now has 15 staff members in the office, and 400+ agents in the field. Chuck is a member of NAIFA (National Assoc. of Insurance & Financial Advisors), OAHU (Omaha Assoc. of Health Underwriters) and NAHU (National Assoc. of Health Underwriters). Chuck has an outstanding work ethic and high integrity. He is very knowledgeable in all aspects of insurance, and is known as a “go to” person in providing insurance solutions for agents and clients.

Chuck has been married to Diane for 39 years, has two children (Brent & Kristen), and two grandchildren (Kaiden & Britton). PMA is a “family” business – his wife, son and nephew work with him at PMA!

Outside of work, Chuck especially loves spending time with his family and is a very devoted “papa” to his grandkids. He thoroughly enjoys being present at the grandkids’ activities, playing an occasional golf game, and attending local city events – especially Husker football games!



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