



Medicare**EXPRESS**

High Intent, Pre-Qualified,
In Person Sales Meetings,
Served On A Silver Platter



Before Medicare Express, I was spending a lot of time calling prospects to get sales meetings which eats into time I could be selling.

Medicare Express set the sales meetings for me giving more time to do what I do best which is sell to interested parties.

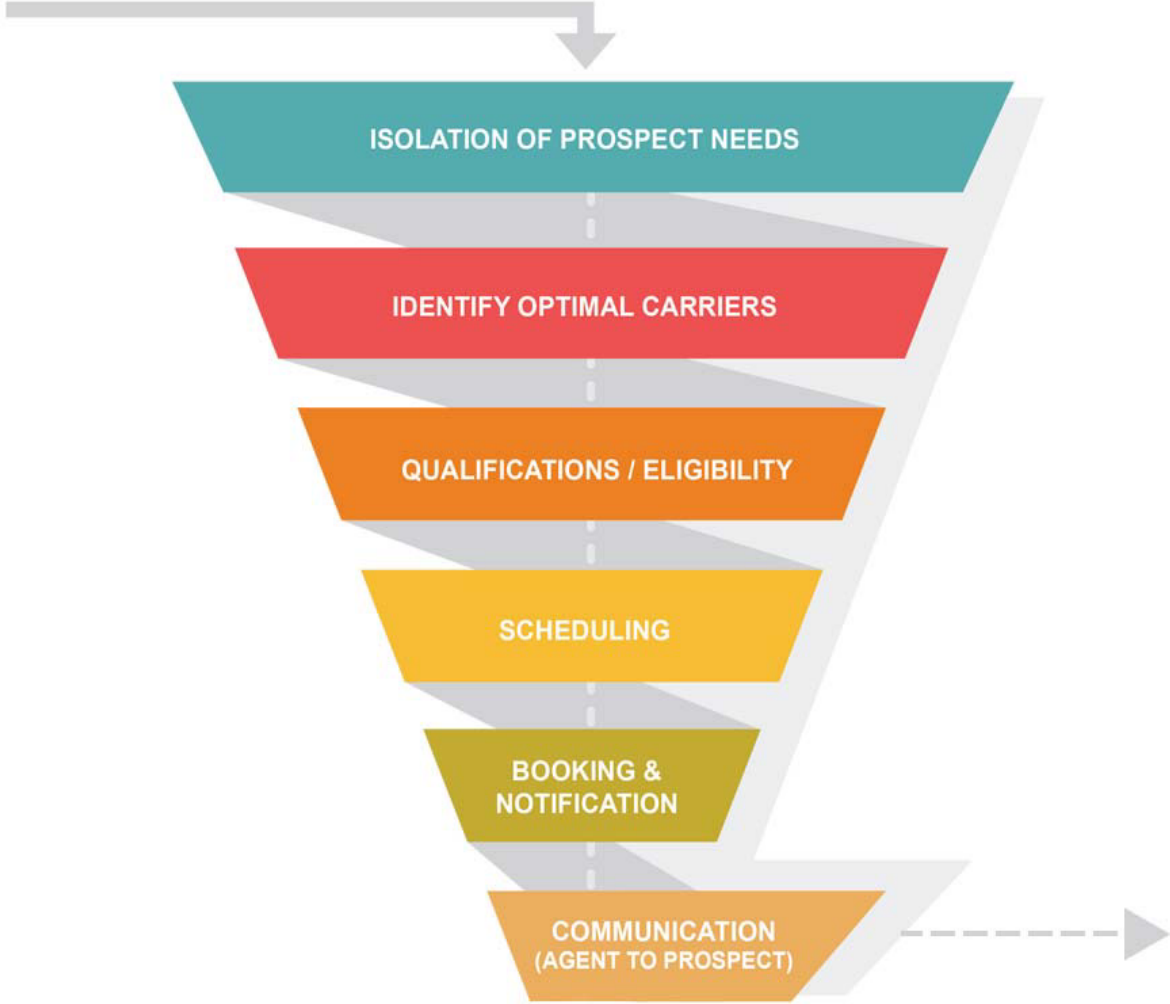
From a time spent standpoint, it allows me to reach my sales goals a lot quicker. It's like pouring fuel on a fire.

- *Corey Paradowski*
Agent Equity



How many times have you been “porched” by a sales meeting that was supposed to sit with you but instead just didn’t answer the door? OR You drove across town to meet with someone who just didn't show up?

WE SOLVE THOSE PROBLEMS!



Introducing

Medicare**EXPRESS** WIZARD





Using our proprietary system, we identify the benefits your prospect wants and needs and share them with you.



Next, the Wizard identifies the optimal carriers and plans in your prospects zip code.



Then, one of our trained specialists qualifies or disqualifies eligibility and carrier/plan details over the phone.

We Filter So You Don't Have To!

We disqualify 92 out of every 100 people we reach so your time is optimized with high intent people.



Our calendar widget then syncs with your calendar and books a sales meeting within the next day or two.



Once the sales meeting is booked, the Medicare Express Wizard sends out a group text message confirming the day, time, and place of the sales meeting. This process connects you to your potential new customer.

This is the first step in building the relationship you need to make the sale!



One of our specialists will immediately reach back out to the prospective new customer and resell the importance of the meeting. Additionally, we will confirm and convey any special circumstances you need to know beforehand.

At this stage, if you desire, we will provide Scope of Sales Meeting services.

This all amounts to a highly qualified prospective new customer served up on a silver platter for you to sell a new Medicare plan.

“

Before I had this sales meeting setting service, it was difficult getting face to face sales meetings using mailers.

The sales meeting setting service sets me up with high quality meetings.

Jesse Leal
Humana

”



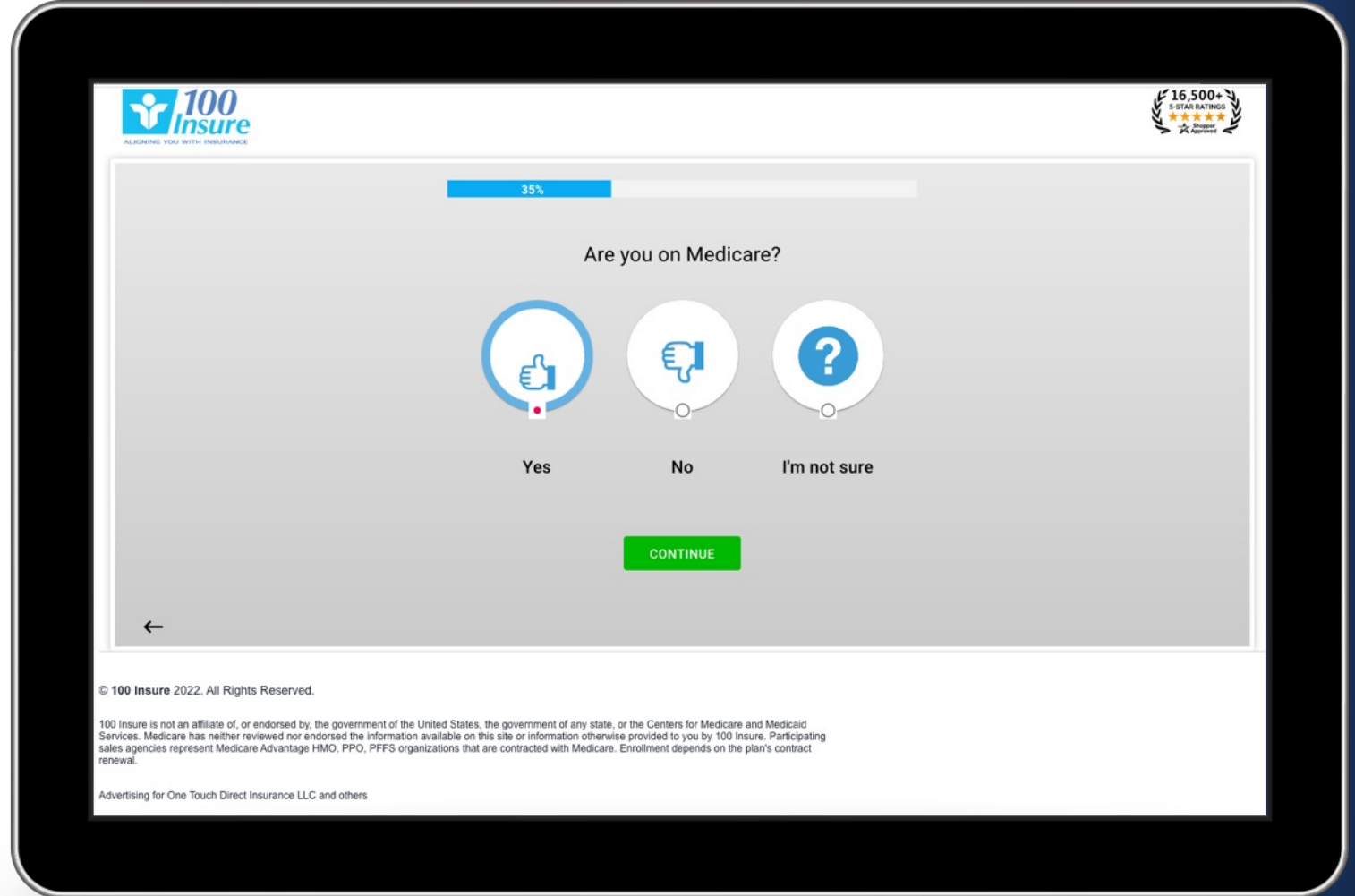


Medicare**EXPRESS**

We Use Deep Quiz Funnels to Qualify/Disqualify People So Your Time Is Maximized Selling to High Intent Prospects.

Are You on Medicare?

We ask a simple qualifying question to get the consumer engaged so they answer deeper questions and go further into the funnel.





Do You Receive Financial Assistance from Your State?

We use their specific needs to determine the type of D-SNP plan benefits they qualify for.

The screenshot shows a survey interface for 100 Insure. At the top left is the 100 Insure logo with the tagline 'ALIGNING YOU WITH INSURANCE'. At the top right is a '16,500+ 5-STAR RATING' badge. A progress bar indicates 50% completion. The main question is 'Do you receive financial assistance from your state such as Medicaid or a Low Income Subsidy?'. Below the question are two circular buttons: 'Yes' with a thumbs-up icon and 'No' with a thumbs-down icon. Red arrows point from the text 'Allows DSNP Plan Benefits' to the 'Yes' button, and from the text 'Does Not Allow DSNP Plan Benefits' to the 'No' button. A back arrow is visible in the bottom left corner of the survey area.

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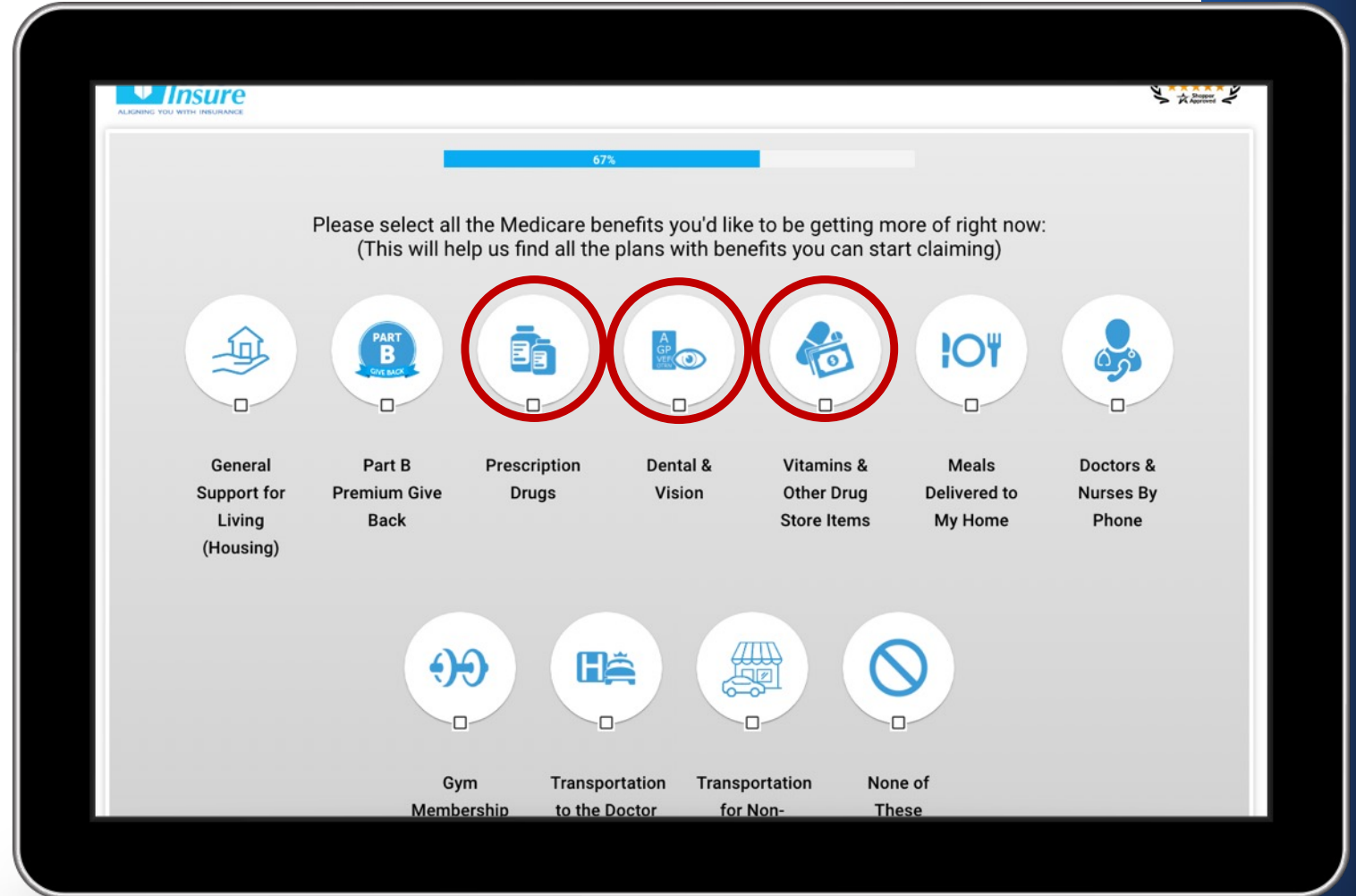
100 Insure is not an affiliate of, or endorsed by, the government of the United States, the government of any state, or the Centers for Medicare and Medicaid Services. Medicare has neither reviewed nor endorsed the information available on this site or information otherwise provided to you by 100 Insure. Participating sales agencies represent Medicare Advantage HMO, PPO, PFFS organizations that are contracted with Medicare. Enrollment depends on the plan's contract renewal.

Advertising for One Touch Direct Insurance LLC and others



Boom

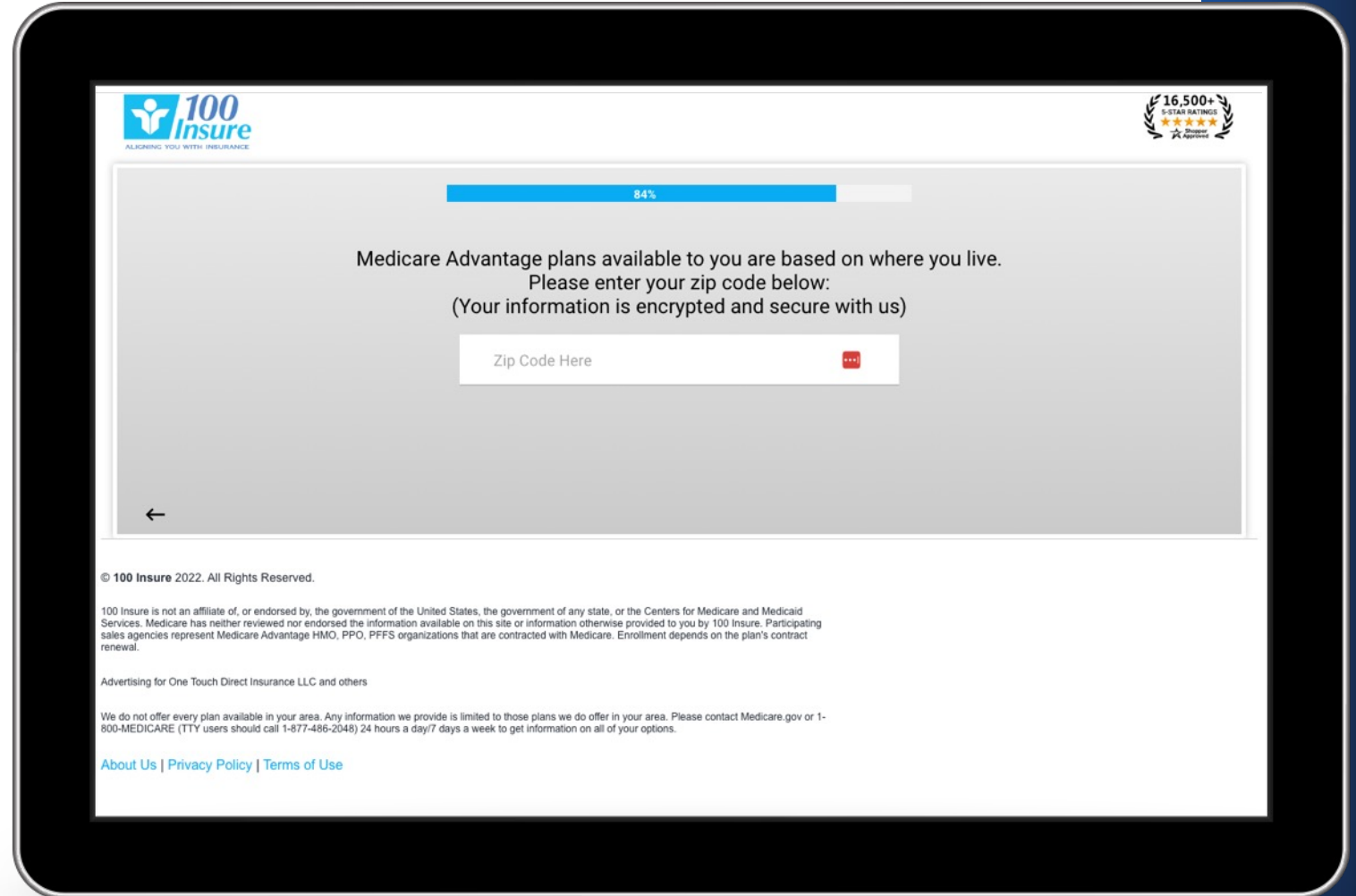
This is the key to your sales meeting. With this question, we are able to identify the benefits your new customer wants and needs. You go into the sales meeting armed with this information which sets you up for success and enhances the customer experience.





Plan Determined by Consumer's Specific Location (Zip Code)

This is how we match the plans available in market to your new customer with the benefits they want and need.





Medicare**EXPRESS**



In Person Sales Meeting Stats

Timeframe	Appts	Sold	Conversion	Follow Up	Follow Up %	No Dispo	No Dispo %
ALL	685	165	24.09%	56	8%	47	7%
AEP	354	90	25.42%	0	0%	0	0%
Wk 1	126	26	20.63%	24	19%	0	0%
Wk 2	205	49	23.90%	32	16%	47	23%



Top 46 Agents	Appts	Sold	Conversions	Follow Up	Follow Up %	No Dispo	No Dispo %
ALL	534	165	30.90%	56	10%	47	9%

Bottom 29 Agents	Appts	Sold	Conversions	Follow Up	Follow Up %	No Dispo	No Dispo %
ALL	151	0	0.00%	12	8%	19	13%

Agent	Appts	Sold	Conversions	Follow Up	Follow Up %	No Dispo	No Dispo %
Hunter S	1	1	100%	0	0%	0	0%
Jacob T	1	1	100%	0	0%	0	0%
Richard P	14	11	79%	3	21%	0	0%
Corey P	11	8	73%	0	0%	0	0%
Lilly Z	3	2	67%	0	0%	0	0%
Heather J	13	7	54%	1	8%	0	0%
Bashir G	4	2	50%	0	0%	0	0%
Ruth P	4	2	50%	0	0%	1	25%
Jeremy J	13	6	46%	0	0%	0	0%
Kip S	11	5	45%	0	0%	0	0%
Crystal W	20	9	45%	1	5%	2	10%
James P	9	4	44%	0	0%	0	0%
Tucker P	7	3	43%	1	14%	0	0%
Eric B	5	2	40%	1	20%	0	0%
Michael B	23	9	39%	6	26%	1	4%
Totals	139	72	51.80%	13	9%	4	3%



You Don't Have To Take Our Word For It... Read What a Few Of Our Customers' Have To Say



Before I had this sales meeting setting service, it was difficult getting face to face sales meetings using mailers. The sales meeting setting service sets me up with high quality meetings. Now that I have Medicare Express, I'm excited to see how many high-quality sales meetings I'll be getting in the upcoming year.

Jesse Leal
Humana





"As a new agent, my first season of AEP selling was very challenging before I had the sales meeting service. With the sales meeting setting I sold two clients my first day. I am now able to see clients that were in my area and were receptive to seeing an agent. My day was planned out and I had many clients scheduled.

Now that I have Medicare Express, I am looking forward to a strong selling season for OEP."

Heather Jones
Humana





Before Medicare Express, I was spending a lot of time calling prospects to get sales meetings which eats into time I could be selling.

Medicare Express set the sales meeting for me giving more time to do what I do best which is sell to interested parties.

Having a sales meeting setting service will help me reach my production goals a lot easier. From a time spent standpoint, it allows me to reach my sales goals a lot quicker. It's like pouring fuel on a fire.

Corey Paradowski

Agent Equity





"Many of our problems were solved once we started working with Medicare Express! First the fact that people showed up! As well as getting great valid sales meetings are hard to come by. With this system it seemed easy! When you showed up for the sales meeting, they knew we were coming, and they were ready to go over their options with everything out on the table. That solved the stress of sales meeting settings and really allowed us to go to homes and sell the products we believe in.

Medicare Express helped us grow our book of business and changed our views on what leads we should focus on. Getting sales meetings rather than leads helps a ton eliminating the part of AEP that can drag which is setting sales meetings! Your system did that for us but also set great sales meetings with high intent! We will definitely be focusing on using Medicare Express for many years to come!"

- **Tucker Pine**
Pine Agency





Medicare**EXPRESS**

Other Companies Sell Leads. We Sell Results

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