



Medicare**EXPRESS**

# Medicare Express Meetings



# We Turn Ordinary Agents Into Extraordinary Producers



Sticky enrollment opportunities via high intent, one on one, in person meetings.

**A new and better way for Medicare Field Agents to make more sales.**

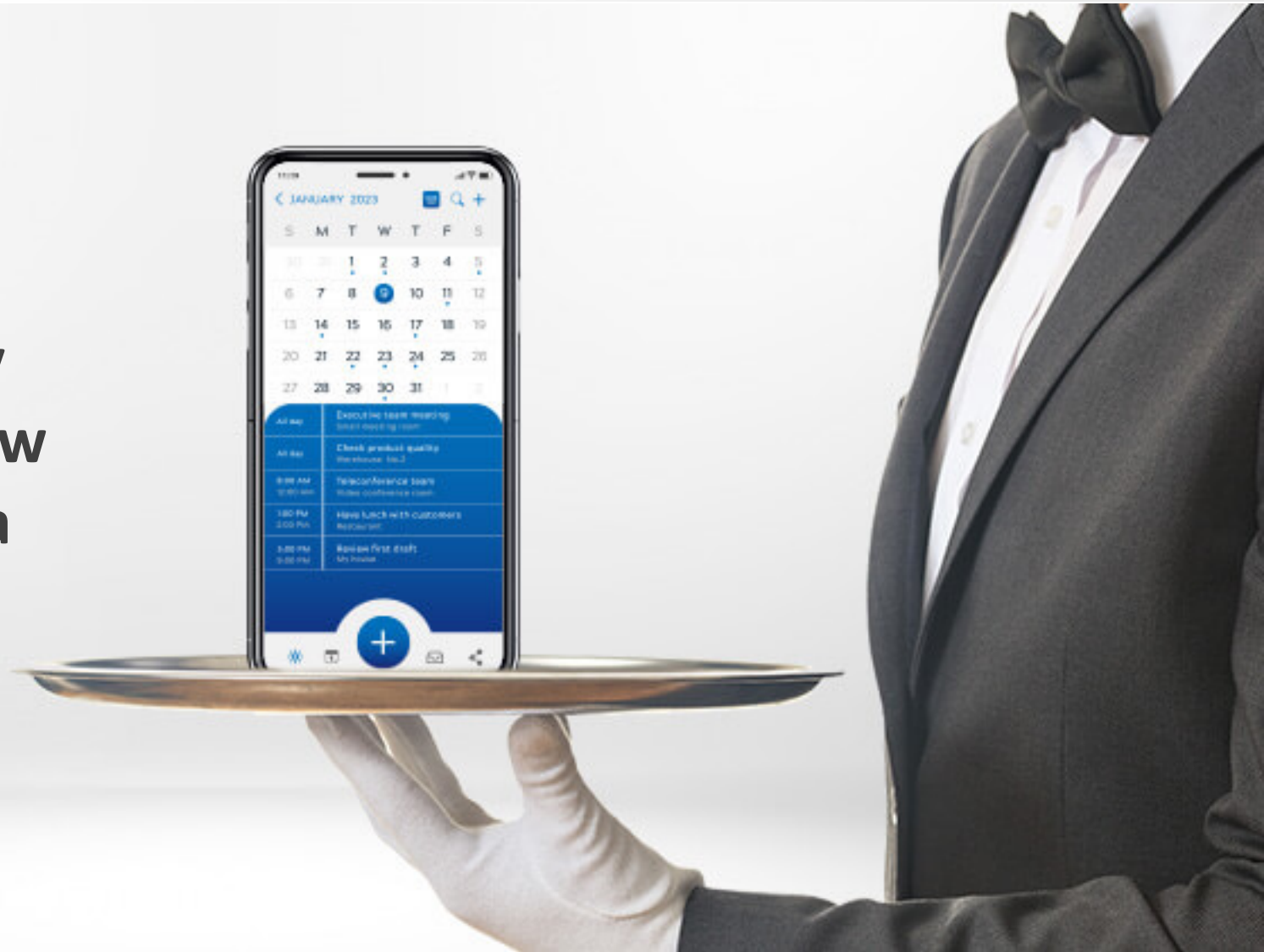


Before your meeting, we'll prequalify your prospective new customer for eligibility, benefits & other plan details, carrier and options in their market available to them.

We filter your opportunities, so you don't have to. **We disqualify 92 out of 100 people in our process.**



**This amounts to a highly  
qualified prospective new  
customer served up on a  
silver platter for you.**



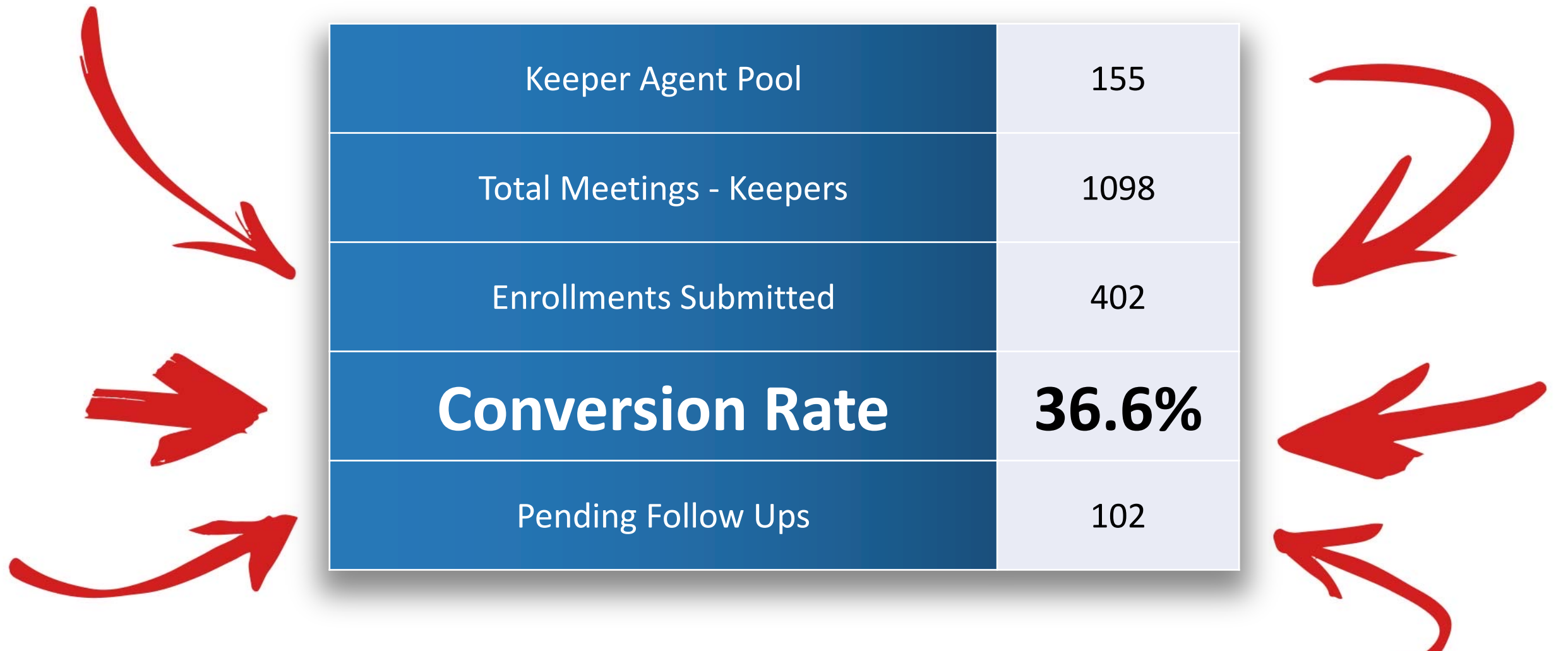




# **In Person Sales Meeting Stats**

Total Agent Pool	335
Total Meetings - All	1923
Enrollments Submitted	433
Conversion Rate	22.5%
Pending Follow Ups	230

Keeper Agent Pool	155
Total Meetings - Keepers	1098
Enrollments Submitted	402
<b>Conversion Rate</b>	<b>36.6%</b>
Pending Follow Ups	102





DQ Agent Pool	180
Total Meetings - DQ	825
Enrollments Submitted	31
Conversion Rate	3.8%
Pending Follow Ups	128

All agents are not created equally. Some are producers. Most are not. With Medicare Express Meetings, **more of your agents will become producers.**

Those that can't or won't, are dropped from our program. Those that do, soar to new heights in sales and earnings.



## Read What a Few Of Our Customers' Have To Say

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*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

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*"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

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*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

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*"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. 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.*

*Medicare Express helped us grow our book of business and changed our views on what leads we should focus on. We will definitely be focusing on using Medicare Express for many years to come!"*

**Tucker Pine**  
Pine Insurance Agency

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## Who We're A Good Fit For:

National & Regional Carriers, FMO's, Brokerages, and Agencies With At Least 10 Agents...

Ideal Size is 50+ Agents.

Service Areas That Have Medicare Population Sufficient for Agents To Get 10 to 15 Meetings Per Week.

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## Who We're Not A Good Fit For:

Individual Agents or Agencies With Less Than 10 Agents...

Service Areas That Have Medicare Population Insufficient for Agents To Get At Least 5 Meetings Per Week.





## Other Companies Sell Leads. We Sell Results

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**REQUEST A DEMO**

