

# Humana's commitment to grow and invest in Medicare Supplement insurance plans

**It's an exciting time to get  
on board with Humana!**



Humana's investments in the broker experience continue to reap benefits for all parties, offering features that support agents and value to consumers.

Humana's team is working tirelessly to make doing business easier than ever through incorporating valued broker feedback and working to remove barriers to broker engagement. Examples include:

- Understanding the importance of broker relationships
- Onboarding process allows agencies to recruit and contract downlines
- Real-time UW targeted for 2023 Q3 release
- Brand-new Achieve recruiting materials and agent playbook

**Humana Achieve Medicare Supplement is gaining momentum at the forefront of Med Supp innovations, with product updates that include:**

- Rate decreases in 4 states, rate holds in 7 states — great timing with other carriers showing rate increases

\*See Bonus flyer for details. Guaranteed Issued cases will be paid according to individual state commission guidelines.

\*\*Cannot discuss Extra Services at time of sale in CT, GA, IL, KS, NY.

\*\*\*CSG Actuarial.

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- New product coming to expand footprint with 5 new states; current states undergoing product refresh with more competitive rates — stay tuned for updates
- Track record of managing blocks and low average 2.6% rate increase

## **Value points for agents and consumers:**

- Competitive broker incentives up to \$325 per underwritten app\*
- No application fees for consumers, plus a \$2 autopay discount per month
- Access Extra Services\*\*, such as hearing and vision discounts, 24-hour nurse advice line, and meal delivery after an eligible overnight inpatient stay
- Trusted Humana name behind every policy, with a great AM Best rating\*\*\*
- Enhanced Household Discount available in most states

**Humana wants to be your  
“go-to carrier in Med Supp.”  
It's time to get on board.**

**Humana®**