

MARKETER/AGENT TALKING POINTS

- Hello, this is (Name) with Integrity. I want to let you know about a new MedSupp product underwritten by ACE P&C Insurance Company, a Chubb company.
- ACE knows that the right product can make all the difference to your clients — they are here for their customers when most needed
- Chubb is trusted globally with high ratings from A.M. Best and Standard & Poor's, indicating they are able to meet their obligations to their customers
- This new product in the Medicare Supplement market will be offered to agents in the Integrity network.
- These ACE MedSupp plans put an emphasis on covering the gaps left by original Medicare, helping to manage the health care costs of your clients and their families.
- Several plan choices (A, F, G and N) provide flexible coverage options to meet your customer's unique needs.
- For your clients, having a Medicare supplement insurance plan can help relieve some of the stress around healthcare costs. Clients can feel empowered through a choice of plans that put them in control.
- Your clients may be able to take advantage of a household discount (available in many states).
- ACE's MedSupp plans allow clients to go directly to their doctors for non-specialized care — no pre-authorization is required if the provider accepts Medicare.
- These MedSupp plans have no waiting period for pre-existing conditions — your clients are covered once they are enrolled!
- You'll get help with education and selling! You'll be supplied with a whole suite of materials that give you all the supporting points and information you need to succeed.
- Plans are guaranteed renewable, and will automatically renew as long as your client pays the premium.
- E-application process for your clients is quick and simple.
- You'll receive hands-on support and online tools to help you sell more.
- The contracting process is smooth and fast. Can I help you get started or answer any questions about ACE Medicare Supplement insurance?