



We're not Medicare, we just make it Simple

We are focused on supporting you and your Medicare marketing business!

NAME BRAND CARRIERS | TOP COMMISSIONS | LEAD SYSTEMS



Daniel Leary
Chief Distribution Officer
626-639-9192
Daniel.Leary@MedicareCompareUSA.com



Tanner Ward
National Sales Manager, Licensed Insurance Agent
402-238-1768 x4203
Paul.Kapke@MedicareCompareUSA.com



Tanner Ward
National Sales Manager, Licensed Insurance Agent
402-238-1768 x4204
Tanner.Ward@MedicareCompareUSA.com



Why offer Medicare?

The Opportunity:

Today, the population of those 65 and older is just over 56 million people. By 2040, those numbers are expected to be in excess of 80 million, leaving roughly 25 million people more than usual that will be in need of advisors to help them navigate these often-confusing waters for the first time. While many of these people will turn to their financial advisor or a call center for their initial consultation, a large number of them will surprisingly find that their money manager does not deal in Medicare or the call center they initially used does not adapt to their changing circumstances.

The Medicare population is also ripe with cross-selling opportunities. Original Medicare does not cover all dental, vision, or hearing needs. Converting original Medicare to a Medicare Advantage plan also leaves substantial out-of-pocket costs that reveal a need for hospital indemnity. Many agents that come from the life insurance side of the business find that their product lines such as final expense, indexed universal life for clients' grandchildren, and annuities increase in sales once Medicare is a leading focus. Medicare also does not have the same ups and downs as other product lines mentioned; at one point or another, everyone will require Medicare. When paired with yearly increases in commissions in many Medicare plans, it creates a recession-proof industry.

So, why MedicareCompareUSA?

Because Mission, Integrity, and Relationships Matter

MedicareCompareUSA dominates the industry by offering agents high tech plan comparison and direct enrollment tools, a CRM with automated communication functions and training resources to make selling products easier and more efficient. These proficiencies allow independent agents and agencies of all size to grow clientele, expand product offerings, and discover new roads to enhanced profitability.



Medicare, it's what we do.

“ Ask yourself:

“What is my current FMO doing to help me succeed on a daily basis?”

“Have I seen tangible results since contracting with them?”

“Do I have the right products to be competitive?”

If you are tired of getting the same old run around, make a change. We will guide you through the contracting process and provide assistance to meet your business objectives.

What Matters Most

Every agent has a different story about who holds their product contracts and why, upline support, and service level expectations. Field Marketing Organizations (FMOs) tout their awesome abilities but frankly most fall short in one area or another and many agents don't know who holds their contracts. We recognize why agents are disappointed in distribution channels and we are committed to changing the perception of what to expect from an upline partner. MedicareCompareUSA strives to earn your trust with every interaction and service offering.

We are different

We not only provide senior carrier contracts, lead generation, backroom and marketing support, but we are hands on every step of the way to ensure agent success comes first. You'll get to know our team and our agent support line is monitored seven days a week.

Partner with an industry leader

MedicareCompareUSA is dedicated to providing competitive senior products and marketing services to agents who want more for themselves. We offer leading national and regional insurance companies to ensure you are armed with a variety of coverage options to meet every need. Best of all, we provide online quoting and enrollment tools to smooth the enrollment process and manage your book of business. We also pay commissions promptly.

We specialize in Medicare

Our subject matter experts have years of experience and can provide guidance to help you navigate complicated Medicare cases. Additionally, we regularly offer product trainings in coordination with the carriers so you have easy and direct access to product information.



Partner with MedicareCompareUSA

- ✓ Contract with national and regional carriers to represent Medicare Advantage, Supplement, Prescription Drug plans, Dental, Vision & Hearing, Final Expense, and other indemnity products
- ✓ Simplify the sales process by using state-of-the-art plan comparison and direct enrollment software
- ✓ Tap into social media, digital, and direct mail channels as well as highly coveted local hospital and physician referrals
- ✓ Streamline clientele and plan management by utilizing our client-management tools and exceptional back-office support staff
- ✓ Implement effective marketing and co-op campaigns to generate qualified leads
- ✓ Join the Largest Nationwide Provider Referral Network



Our Health Systems Serve Over 6 Million Seniors

Learn more:



**10 Things About
MedicareCompareUSA**



Meet the Team

Medicare Marketing Income Projections

The Medicare industry is one of the fastest growing arms in the insurance industry. With 12,000+ people turning 65 a day and 65,000,000+ members on Medicare, the Medicare industry is where you want to be. As Medicare is a commission-level based business, it's important to have a partner who can help strategize sales and marketing. MedicareCompareUSA can do that. Below is a grid that shows how the initial and residual commission structure works so you can determine your own investment and the ROI path you want to follow. MedicareCompareUSA has all the industry-needed tools to drive a business plan built around sales and retention.

Medicare Advantage: New to Medicare

Applications per month	2	4	6
Average First Year Commission	\$601	\$601	\$601
Monthly Commission	\$1,202	\$2,404	\$3,606
Annual Income	\$14,424	\$28,848	\$43,272

Medicare Advantage: Aged

Applications per year	20	50	80
Average First Year Commission	\$301	\$301	\$301
Annual Income	\$6,020	\$15,050	\$24,080

Medicare Supplement

Applications per month	2	4	6
Average First Year Commission	\$300	\$300	\$300
Monthly Commission	\$600	\$1,200	\$1,800
Annual Income	\$7,200	\$14,400	\$21,600

First year commissions assumes average Premium of \$1500 with commission rate of 20%

Part D Prescription Drug Plan

Applications per month	2	4	6
Maximum First Year Commission	\$92	\$92	\$92
Monthly Commission	\$184	\$368	\$552
Annual Income	\$2,184	\$4,416	\$6,624

Not all Rx plans pay commission, talk to your marketer for more details

First Year Annual Income	\$29,828	\$62,714	\$95,576
Second Year Projected New	\$29,828	\$62,714	\$95,576
Second Year Projected Renewals	\$20,432	\$48,290	\$73,940
Second Year Projected Income	\$50,260	\$111,004	\$169,516

As you can see, you can create a meaningful income stream by selling Medicare product on a regular basis or plugging it in when you identify the needs of the beneficiary. In addition, Medicare Advantage offers lifetime commissions!

Learn more about our:



Our Products



Agent Tools



Technology



Lead Programs



Medicare 101



Referral Bonuses



Creative Services



Training Center



The only thing
missing is you!

agent *support*

Toll-Free **855-735-6392** or **402-238-1768**

MedicareBrokerUSA.com/Support

AgentSupport@MedicareCompareUSA.com

Monday-Friday 8am-5pm central

Submit a Ticket:



What Others Are Saying About Us

Agent Testimonials

"It's an honor to work with such a great organization, run by integrity and extensive knowledge of the industry. Being able to assist patients of hospitals and clinics that depend on our dedication of knowledge in this much confusing world of Medicare, brings me great satisfaction. Also, being available for clients to reach out directly to agents via a 1-800 toll-free line gives you peace of mind, knowing that you are speaking back at the agent that assisted you."

Marcel Zuzarte

"As an independent person with an entrepreneurial spirit, I cannot think of a better way to make a living. I am compensated well, control my own schedule and I am able to make a huge impact on Medicare beneficiaries who are feeling confused, frustrated and overwhelmed. In a short meeting I am able to clarify how Medicare works and set them on a path to the right coverage. They take comfort in knowing that MedicareCompareUSA and myself will be with them for life."

Tim Mickelson

"Seldom in the sales arena do you receive such a return on effort: Appreciation, gratefulness and words of encouragement. Customer trust is the true payoff of being a Medicare agent."

Debra Dryden

Customer Testimonials

Customer of MO Hospital System: T65 patient, Grace M., called to say she was over the moon delighted to get a letter from her provider offering resources to navigate Medicare options as she approached eligibility. She expressed immense gratefulness for the careful support offered through the MedicareCompareUSA affiliate agent and was confident in her enrollment selection. She asked the CSR to share the feedback with hospital leadership.

Customer of WA Agent: "Robbie was so helpful and knowledgeable when I had to sign up for my Medicare insurance. She presented plans clearly, with no bias. Her goal was to listen to my needs and budget and I felt very confident with her. I deal with dental insurance every day in my job but felt very lost about figuring out the Medicare plans and how they work. I cannot thank her enough for her excellent knowledge, expertise and kind professionalism. I recommend her to everyone and have the highest regard for her."

Provider Testimonials

"When we decided to terminate a Medicare Advantage contract affecting 1,700 patients, we turned to MedicareCompareUSA and MCUSA Consulting for assistance. They helped us develop clear, compliant patient communications and provided helpful information to patients through a dedicated Medicare insurance helpline and one-on-one insurance consultations. Thanks to their efforts patients easily compared and enrolled in other plans we accept, creating a seamless transition for patients. We value our relationship and are continuing to work with MCUSA to provide Medicare education to patients turning 65, helping them navigate the plans we accept. They simplify the process of selecting insurance that allows our patients continuity of care with the providers they've come to know and trust."

VP, Managed Care Contracting, Large Texas Healthcare System

"MedicareCompareUSA and MCUSA Consulting brought the knowhow, industry knowledge and compassion to help us and our Medicare patients to successfully navigate through some serious business challenges. They delivered true value every step of the way and did so with integrity and trustworthiness that makes them a perfect partner when it comes to patient retention."

Chief Executive Officer, Multi-Specialty Physician Group