



Broker Briefing

SOLO Q4 Rating Tool Available

The 4th Quarter 2008 rates for SOLO Health Plans for individuals and families are now available. These products will have a base rate increase of 2.1 percent, effective October 1, 2008. In addition, four counties (Eagle, Gunnison, Lake, and Pitkin) have had their area factor increased for 4th Quarter. If you would like to lock in the Q3 SOLO rates, we will be happy to work with you and your clients applying for coverage in August and September. Please give us a call!

You can access the new rating tool at: ftp://rmhp_solo:rs.1316@ftp.rmhp.org

If you are unable to access the SOLO Health Plans Q4 2008 rating software from our FTP site, please email Katy Basinger at katy.basinger@rmhp.org. For those producers already on the SOLO Health Plans mailing list, CDs have been mailed. If you would like to be added to the mailing list or request a ZIP file or CD, please contact Katy.

Phone Number for SOLO Sales

To reach the SOLO Sales Team, please dial 800-453-2981, option 4 (or in Grand Junction, call 970-244-7800, option 4).

Excellent Commission on Medigap Plans

For your individual clients that are Medicare-eligible, you may want to suggest a Rocky Mountain Health Plans Medigap Medicare Supplement Plan. To learn more about how you can begin selling Medigap, please fill out and send in the response card on the next page or send an email requesting more information to medigapinfo@rmhp.org.

Interested in Selling Medigap Medicare Supplement Plans?

Rocky Mountain Health Plans, the same company you trust for high-quality service and competitive individual, group, and Medicare HMO plans, offers *Medigap Medicare Supplement* plans.

These products offer you Medigap plan choices that are easy to sell, easy to service — and are easy for you!

- ***You get EXCELLENT commission*** — receive a 16% commission on every application. **For a limited time — receive 2% extra on your commission for the first year!**
- ***You get choice*** — the right plans (A, C, F and G) at the right price; choices your clients deserve.
- ***You get customer service*** — located right here in Colorado, RMHP has local operations dedicated to high quality benefit administration and customer service.
- ***You get peace of mind*** — backed by a strong and stable company with an established reputation and more than 30 years of experience serving Coloradans.

To learn more about RMHP's Medigap plans, and to learn how you can begin selling them TODAY, contact:

Karen Swiat
Director of Medicare Sales
720-493-2080
karen.swiat@rmhp.org

RMHP Medicare and Medigap plans are available for people with Medicare, regardless of their age.

As always, if you have any questions, comments or need assistance,
please call your Rocky Mountain Health Plans or CNIC Account Manager.

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