

CERTIFYING HAS NEVER BEEN EASIER

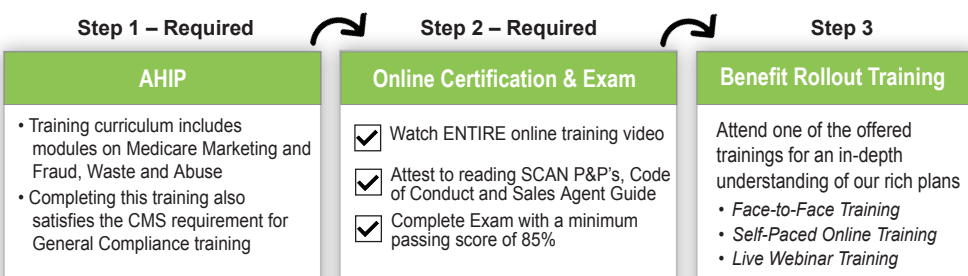
Many of you have asked SCAN to release its yearly certification training earlier in the calendar year. Good news! The SCAN Sales Training Department has revamped its program so you will be “RTS” or Ready to Sell in just the next few weeks--before you even attend our exciting Benefit Rollout trainings in September. We're thrilled to provide you with our new training approach and a high-level overview of the rich benefits SCAN is offering for 2022.

Here is what you need to know

Step 1: AHIP for 2022 AEP is available now.

Step 2: **NEW!** Online Training and Exam will be available July 7th – once completed you will be RTS. (That's two months sooner than ever before!)

Step 3: Exciting New Market and Product News delivered to you in September, either at your FMO meetings, Self-Paced Online Trainings or when you attend a Live Webinar



Only agents who have completed the SCAN Contracting Process will have access to the training website. If you have colleagues who are not yet contracted to sell SCAN, please have them reach out to SCANBrokerContracting@SCANHealthPlan.com

TOP OF THE TREE

Congrats to these top achievers for sales with April 2021 effective dates!

SCAN'S BIG APPLE

JUAN GARCIA

AGENCY

Applied General Agency

AGENT

James Reeves Jr

BAE

Daniel Rivera

SALES MANAGER

Lou Melwani

SCAN REPRESENTATIVES

East

Walther Moyano & Christie Cuellar

South

Carlos Mendoza

West

Juan Garcia

VillageHealth

Veronica Ramirez

SCAN TELESALLES

Most Enrollments

Lucas Saucedo

Most Appointments

Lucas Saucedo



Jennifer Desamito

Manager of Sales Operations

As leader of the Sales Operations Team, I could not be prouder of my teammates and their hard work over the past six months. We continue to strive to be the “Best at Getting Better.” I am delighted to share the preparations SCAN is making in anticipation of market expansion. We want SCAN to be the easiest plan with which you contract.

Our new multistate contract is available for both Agencies and Agents who hold active licenses and plan to sell outside of California. Sales Operations is actively reaching out to our agency partners who sell in multiple states and will execute those contracts well before AEP. We are also working with the SCAN Sales Training Team to streamline the 2022 Ready-To-Sell Certification process which allows you to certify well in advance of the selling season. When you log into the SCAN Agent Portal to complete the required training, you'll learn new details about SCAN's plan for growth and what's in store for 2022.

By now you know that the SCAN Sales Systems Team successfully launched our twice-monthly broker commission payment program. They were thrilled to make that happen for our brokers. Questions about commission payments? Contact us at SalesCompensation@SCANHealthPlan.com

It is the goal of my Sales Ops Team to provide you, our selling agents, the same stellar service that our SCAN members continue to enjoy.

ATTENTION BROKERS:

TWICE-MONTHLY COMMISSION PAYMENTS

You asked and we delivered.

SCAN is pleased to announce the successful launch of twice-monthly commission payments! It's all part of our commitment to you and your business:

- Commissions will be paid on the 2nd and 17th of the month
- Your payment on the 2nd of the month will include prior month renewals
- AND your commission will now be based on the *CMS approval date*, not the effective date.



Larger checks

Your June 17th payment included both current and future month new business submissions (June, July, Aug. and Sept.). Your July 2nd payment will include June renewals, plus future effectives.

The fine print: Electronic payments will be delivered same day; mailed checks will take longer.

Commissions will be paid on submissions that have been confirmed by CMS.

Questions? Email SalesCompensation@SCANHealthPlan.com



Michael Lucens

Director, Sales Ops

- If you did NOT complete your Connections recertification for the upcoming year, you will receive an email on July 1st that you are no longer eligible to sell the plan.
- If you sell the Connections plan without being certified, you will NOT be compensated.
- It's not too late. We continue to offer Connections certification classes in July. Sign up now!



Chris Bond

VP, Sales

AEP is around the corner! With things reopening, now is the time to:

- Secure meeting locations
- Engage your book of business
- Work leads for new business

MORE COMMISSION INFORMATION

- Your SCAN Health Plan commission statements are viewable online at SCANAgentPortal.com
- When commission checks are mailed they arrive in three to five business days
- Want to receive your payments faster? Sign up for Direct Deposit today. Your funds will be available in one to two days
- For instructions on how to sign up, call the SCAN Sales Support Team at (888) 445-2038 (Monday - Friday 8:00am–6:00pm)