

GET CONNECTED



This is a great time to register for your 2021 SCAN CONNECTIONS plan certification. Certification/recertification training dates are now posted. The window to complete this yearly training requirement is now through the end of June. Remember -- even if you certified to sell the Connections plan last year, you are required to recertify annually. Go to SCANAgentPortal.com to RSVP for the next available training date.

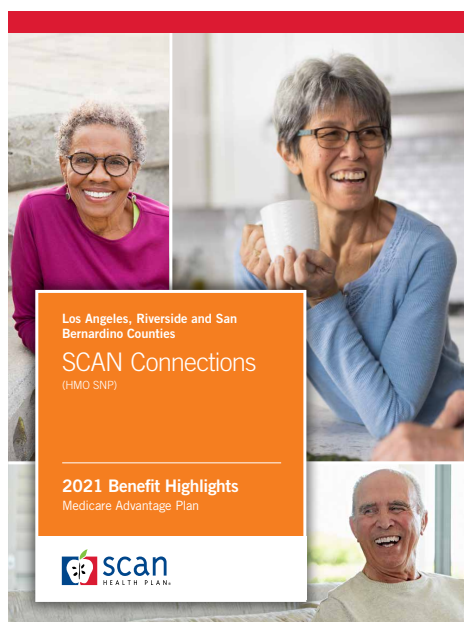
Connections Plan (Southern CA)

- As a “fully-integrated” D-SNP (FIDE-SNP), SCAN will manage your clients’ Medicare and Medi-Cal covered benefits
- Our Connections plan includes outstanding supplemental benefits such as:
 - Unlimited Transportation
 - Embedded comprehensive dental
 - Silver Sneakers health club membership
 - \$100 quarterly OTC Benefit
 - UNLIMITED worldwide urgent and emergency care
 - Exclusive use of SCAN’s PAL Unit assistance in navigating through healthcare services

If your client qualifies, they may be eligible to receive additional benefits under SCAN Connections at Home plan.

And remember ...

- You have until the end of June to complete the recertification process
- If you do NOT recertify but continue to sell the Connections plan, you will NOT be compensated
- When presenting the plan to a prospect, wear the badge you received during training



Aymee Abreu

Manager Sales Training

As the leader of the Sales Training Team, I’m delighted to provide an update on our upcoming training initiatives. We’ve been busy making sure our curriculum meets your needs and helps you to grow your book-of-business. Some important things for you to remember:

- If you sell our D-SNP Connections plan in LA, RV and SB counties, you must recertify by the end of June. Register now for a class.
- Hard to believe, but we’re gearing up for 2022! With our expansion into the Arizona and Nevada markets in 2022, we have lots of work to do.
- As usual, we will continue with our 3-Tiered Certification requirements. The Tier 1 requirement is that you successfully complete AHIP’s annual Medicare Training modules, available in early June. Save \$50 on the cost of completing AHIP when you register through the SCAN Training website.
- Our annual Tier II online compliance training video will be accessible in mid-June. Once again, the STARship SCAN and her crew will be “Expanding Horizons” as we prepare for 2022.
- As always, the SCAN Sales Support Team (now 9 members strong) is available to answer your questions M-F 8:00 am to 6:00 pm. Call them at (888) 445-2038 with your benefit or training questions.

I’m very proud of SCAN’s sales training team and the contributions we make to ensure that our sales agents sell compliantly and with integrity. If you have suggestions for additional sales training initiatives that you would like to see added to the curriculum, please reach out and let me know. AAbreu@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
Oscar Meraz

BAE
Robin Bartley

SALES MANAGER
Judie Victor

SCAN REPRESENTATIVES

East Walther Moyano
South Ana Tapia
West Juan Garcia
VillageHealth Lizeth Placencia

SCAN TELESALLES

Most Enrollments Lucas Saucedo
Most Appointments Jaime Delgado

WHAT SCAN OFFERS YOUR CLIENTS IN 2021

SCAN Health Plan® 2021 Plans by County



SCAN's portfolio of Medicare Advantage plans includes MAPD and Special Needs Plans for Dual Eligibles and people with chronic conditions that can be sold all year long! Many of these plans have rich benefits and "extras" that beneficiaries want, such as Dental, Vision and Transportation. Quality diverse products, in addition to the outstanding member and broker service that SCAN is known for—with SCAN, you can grow your business year-round!

SOUTHERN CALIFORNIA

LOS ANGELES

- SCAN Classic (HMO) and SCAN Classic II (HMO/UCLA)
- SCAN Prime (HMO)—Robust benefit plan with premium
- SCAN Plus (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP
- SCAN Connections (D-SNP)*—Full Dual Eligible, Age +, cannot have IHSS or MSSP
- SCAN Balance (C-SNP)—Diagnosis of Diabetes
- VillageHealth (HMO-POS SNP)—Diagnosis of End-stage renal disease requiring dialysis

ORANGE

- SCAN Classic (HMO)—Most competitive and popular plan
- SCAN Prime (HMO)—Robust benefit plan with premium
- SCAN Plus (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP
- SCAN Balance (C-SNP)—Diagnosis of Diabetes
- Heart First (C-SNP)—Specific Heart Conditions

RIVERSIDE AND SAN BERNARDINO

- SCAN Classic (HMO)—Most competitive and popular plan
- SCAN Prime (HMO)—Robust benefit plan with premium
- SCAN Plus (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP
- SCAN Connections (D-SNP)*—Full Dual Eligible, Age +, cannot have IHSS or MSSP
- Heart First (C-SNP)—Specific Heart Conditions
- VillageHealth (HMO-POS SNP)—Diagnosis of End-stage renal disease requiring dialysis

SAN DIEGO OFFERS SCRIPPS GREEN CLINIC/HOSPITAL

- Scripps Classic offered by SCAN Health Plan (HMO)—Most competitive and popular plan
- Scripps Signature offered by SCAN Health Plan (HMO)—Is an extra cost plan that offers some benefits not included in Scripps Classic and also features Scripps health providers
- Scripps Plus offered by SCAN Health Plan (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP
- Scripps Heart First offered by SCAN Health Plan (C-SNP)—Specific Heart Conditions

SOUTHERN CALIFORNIA

VENTURA

- SCAN Classic (HMO)—Most competitive and popular plan
- SCAN Plus (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP

NORTHERN CALIFORNIA

SAN FRANCISCO

- SCAN Classic (HMO)—Most competitive and popular plan
- SCAN Plus (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP

NAPA AND SONOMA

- SCAN Classic (HMO)—Most competitive and popular plan
- SCAN Compass (HMO) – Designed for members who seek a more natural approach to their health care with benefits that support an active lifestyle
- SCAN Balance (C-SNP)—Diagnosis of Diabetes
- Heart First (C-SNP)—Specific Heart Conditions

SANTA CLARA

- SCAN Classic (HMO)—Most competitive and popular plan
- SCAN Plus (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP
- SCAN Options (HMO)—\$0 premium plan with robust supplemental benefits

STANISLAUS

- SCAN Classic (HMO)—Most competitive and popular plan
- SCAN Balance (C-SNP)—Diagnosis of Diabetes
- SCAN Plus (HMO)—For people with Medicare Parts A and B. Designed for Full Dual Eligibles, can have IHSS/MSSP

PLEASE NOTE:

With any enrollment outside of AEP, always check all of the requirements for each SEP. If you have any questions about Special Election Periods please call SCAN Sales Support Unit at 1-888-445-2038.

*SCAN Connections in Los Angeles, Riverside and San Bernardino counties requires special training and certifications. Call for more information.



Michael Lucens
Director, Sales Ops

- Avoid a trip to the bank. When you sign up for Direct Deposit, you'll get paid even faster!
- For instructions on how to sign up, call the **SCAN Sales Support Team** at (888) 445-2038 (M – F 8:00am–6:00pm)



Chris Bond
VP, Sales

- Lock-In is here and we have the products and benefits to help you grow.
- Remember our \$0 Insulin copay with the Balance plan and Connections plan for Duals!

INSULIN-IN-THE-GAP

SCAN covers insulin for members on our Balance plan. It's a fantastic benefit and here are some hints on how to explain the benefits to your client:

- "If you hit the coverage gap for your medications, your insulin with SCAN will still be covered at no additional cost!"
- "Your insulin will cost \$0 per month AND even if you order a 100-day supply, you'll still receive your insulin for \$0!"