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CSB UPDATE

Timely news from Cigna Supplemental Benefits

In this issue

- Coming soon: CNHIC in new states!
- New product launches
- Operational updates
- Monthly awareness
- Contests and incentives
- Training and webinars
- Other state updates

Coming soon: CNHIC in new states!

We are excited to announce the upcoming launch of our popular Medicare supplement product, insured by Cigna National Health Insurance Company (CNHIC), in new states on April 26.

In this edition we also:

- highlight our Cancer Treatment product for this month's awareness topic
- introduce new training opportunities
- remind you about updated agent contracts on AgentView and more!

New product launches

New CNHIC launches

Our newest Medicare supplement product, insured by Cigna National Health Insurance Company (CNHIC), is coming to **Alabama, Nevada, and Utah on April 26!** View sales materials below and order them on [AgentView](#) starting April 12.

Alabama: [application](#), [brochure](#), [outline of coverage](#)

Nevada: [application](#), [outline of coverage](#)

Utah: [application](#), [outline of coverage](#)

Operational updates

Agent contracts on AgentView

A reminder that agent contracts are available on [AgentView](#)! To download the most recent contracts, visit AgentView, click on Servicing Forms, and select the "Contracting" category. Our agent contracts include information about authorization with our partner, VectorOne. No additional signatures are needed. Please contact our Agent Resource Center (ARC) with any questions from 8:00 AM to 5:30 PM CT at 877.454.0923

AgentView log in

Having trouble logging in to AgentView? [Here's a reminder of some helpful tips](#) but, if you are still experiencing issues, please call the Agent Resource Center (ARC) from 8:00 AM to 5:30 PM CT at 877.454.0923.

Monthly awareness

March is National Colorectal Cancer Awareness Month

Did you know that colorectal cancer is the third most diagnosed cancer in America?¹ Coping with a cancer diagnosis is never easy, but you can offer protection and peace of mind to your customers this month, and all year long, with a [Cancer Treatment policy](#). Check out the great benefits below for you and your customers and find out more on [AgentView](#):

Great for you:

- Earn [cash rewards](#) for qualifying supplemental health products with a minimum of five applications²
- Annual agent incentives
- Great rider options to offer your customers³

Great for customers:

- Coverage available for those aged 18-99 and their families⁴
- Coverage options to fit most budgets
- Optional riders available at an additional cost, including a lump sum benefit

Contests and incentives

Our 2021 Rewards Program is designed to offer you more incentives and more chances to earn this year:

Targeted leads!

Earn [1,000 leads](#) with a targeted direct mail campaign for every fourth application for underwritten Medicare Supplement plans F, G, N, and Open Enrollment N.⁵

- Eligible in AK, AL, AR, AZ, CA, CO, CT, DE, FL, GA, HI, IA, ID, IL, IN, KY, LA, MD, ME, MI, MO, MS, MT, NC, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WI, WV and WY.

Cash rewards!

Earn a [\\$100 cash reward](#) for underwritten Medicare Supplement plans F, G, N, and Open Enrollment N with a minimum of four applications.⁶ You can also get a [\\$25 cash bonus](#) for qualifying supplemental health products with a minimum of five applications.⁷

- The \$100 reward is eligible in AK, AL, AR, AZ, CT, DE, FL, GA, HI, IA, ID, IL, KS, KY, LA, MD, MS, MT, NE, NH, NJ, NM, NV, NC, OK, PA, SD, TX, UT, VA and VT.
- The \$25 bonus is eligible in all states except NY.

Training and webinars

New agent training opportunities

[Cancer Treatment - Mar. 17 - 2PM ET](#)

[Welcome to CSB! - Mar. 24 - 2PM ET](#)

[Medicare and Medicare Supplement 101 - Mar. 31 - 2PM ET](#)

Existing agent training opportunities

Flexible Choice Cancer and Heart Attack & Stroke

[Mar. 16 - 2PM ET](#)

[Mar. 18 - 4PM ET](#)

Flexible Choice Hospital Indemnity

[Mar. 23 - 2PM ET](#)

[Mar. 25 - 2PM ET](#)

Individual Whole Life

[Mar. 30 - 2PM ET](#)

[Apr. 1 - 2PM ET](#)

Other state updates

Rate adjustments

The following Medicare Supplement insurance plans are experiencing rate adjustments in the following states:

[American Retirement Life Insurance Company](#) (ARLIC):

4/1/2021 – [Arkansas](#), [Delaware](#), [North Carolina](#)

[Cigna Health and Life Insurance Company](#) (CHLIC):

4/1/2021 – [Arizona](#)

Together, all the way.®

1. American Cancer Society Inc. 2020
2. All states eligible except NY. This incentive excludes final expense policies.
3. Riders are available at an additional premium. Availability varies by state.
4. Subject to the company's right to increase premiums on a class basis. See policy documents for details.

5. January 1–December 31, 2021.

6. January 1–September 30, 2021.

7. January 1–December 31, 2021. Excludes Final Expense policies.

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Cigna Supplemental Benefits | P.O. Box 5700 | Scranton PA, 18505-5700

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