

# CSB UPDATE

Timely news from Cigna Supplemental Benefits

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## Set Sail in 2019

Let's Set Sail to the Fairmont Southampton in Bermuda next summer from June 20-24, 2019. There is no cap on the number of qualifiers, reach the required level and we'll see you (and a guest) on the beach in Bermuda!

Don't hesitate, the qualification period is currently underway! Find out more about [Bermuda](#), the Fairmont Southampton and how you can qualify to join us in 2019. For a complete list of trip rules and qualifications, visit AgentView.



## Agents: Bring on the Bonus!

You have two ways to earn a bonus by selling our Final Expense product.

1. Receive a \$50 incentive for every qualifying Final Expense application, no limit. The \$50 incentive period is from March 1st - April 30th.
2. Earn \$450 every month when you sell \$3,000 in issued annualized premiums per month of final expense.

Please make sure to review our [website for more information](#).



## CHLIC Availability

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Cigna Health and Life Insurance Company (CHLIC) is now available in the following states: **AL, AZ, CO, CT, GA, ID, IN, IL, KY, KS, MD, MI, MN, MO, MS, NC, OH, OK, PA, SC, SD, TX and WI.**

Check out our [product availability chart](#) to see all of the products available in your state. Order new materials now, by visiting [AgentView](#).



## Rate Adjustments

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### ARLIC Rate Adjustments

American Retirement Life Insurance Company (ARLIC) Medicare Supplement insurance plans are experiencing rate adjustments in the following states:

**4/1/2018** - *Florida*

**5/1/2018** - *Tennessee*

**6/1/2018** - *North Dakota, Montana, Kentucky*

Preview the [ARLIC rate adjustments](#) in each state listed above.

**NOTE:** The ARLIC Outlines of Coverage have been updated for Oklahoma and Florida to reflect a correction in the rate chart zip codes.

### **CHLIC Rate Adjustments**

Cigna Health and Life Insurance Company (CHLIC) Medicare Supplement insurance plans are experiencing rate adjustments in the following states:

**4/1/2018** - *Arizona*

**6/1/2018** - *Oklahoma, South Dakota*

Preview the [CHLIC rate adjustments](#) in each state listed above.



## **Reminders**

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### **Browser - Which one to use**

Please make sure that you are using the Chrome web browser when using Express App. If you use other browsers there is a large potential that your Application Processing will be impacted. To ensure that your business is processed timely and quickly you must use Chrome.

Cigna no longer offers support for outdated browsers and using others will delay processing.

### **Boost your Business**

Make sure you review our latest [product awareness](#) email with lots of information to help you boost your business. It contains helpful tips on product highlights and the tools that can help you sell them.



## Webinars

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Register for the following webinar(s) to learn more about useful tools and techniques for selling Cigna products:

› **Flexible Choice Cancer and Heart Attack & Stroke**

*Date: Wednesday, April 18, 2018*

*Time: 12:00 pm CT*

[Click here](#) to register for the Flexible Choice Cancer and Heart Attack & Stroke webinar



## Stay in the loop with CSB Communications

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To ensure that you receive CSB communications, please add [CSBFieldComm@cigna.com](mailto:CSBFieldComm@cigna.com) to your contact list.

If for some reason you accidentally unsubscribed and are no longer receiving our notices, email [CSBAgentMarketing@cigna.com](mailto:CSBAgentMarketing@cigna.com) to be added to our list again.



**Together, all the way.®**