



CSB UPDATE

Timely news from Cigna Supplemental Benefits

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Annual Enrollment Period (AEP) Readiness

Set yourself up for a successful AEP season with Cigna Supplemental Benefits!

Learn more in the sections below and get ready to sell this AEP.

AEP begins on **October 15** and ends on December 7, 2020.



Check out the **Tools** below for your most successful AEP yet:

Express App

Medicare Supplement Release Page

We updated [Express App](#) just in time for AEP so you can access paperless applications anytime, anywhere.

Stay up to date on all new Med supp launches with our [Medicare supplement release page](#).

ExpressWay

You can now invite and recruit new agents on [ExpressWay](#), with convenient access to AgentView.

ExpressQuote

[Get instant quotes](#) for all of our products on your phone, tablet, or laptop.

Product Availability Chart

View our [Product Availability Chart](#) to see which of our products are available for sale in each state.

Phone Verification (PV)

No "wet" signatures are required with a PV. Easily capture an electronic signature with our [Phone Verification](#) process.



We also have a full line of [Webinars and Training](#) so you can brush up on product details, requirements, and updates:

Register for one of our webinars today!

CSB Product Portfolio

[SEP. 29, 2020 - 9:00 AM ET](#)

[SEP. 29, 2020 - 11:00 AM ET](#)

[SEP. 29, 2020 - 4:00 PM ET](#)

Accident Treatment

[OCT 6, 2020 - 9:00 AM ET](#)

[OCT 6, 2020 - 11:00 AM ET](#)

[OCT 6, 2020 - 4:00 PM ET](#)

Express App updates video

We made several exciting updates to [Express App](#) this year. Stay up to date on all the new capabilities with this [video](#) from our sales team!

Important Anti-Money Laundering training requirement

Cigna Supplemental Benefits updated the [Anti-Money Laundering \(AML\) training flyer](#). Make sure that you review the training materials for any required courses, if applicable. If you're an agent that sells life insurance products, you're required to take [Anti-Money Laundering \(AML\) training](#).

Contests and Incentives

Earn a trip to Vancouver!

Have you heard? Our 2021 agent incentive trip is in beautiful Vancouver! [Learn how to get there](#) and stay tuned for our Trip Ranking report.

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):

10/1/2020 - [Montana](#)

11/1/2020 - [Alabama](#), [Arizona](#), [West Virginia](#)

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

10/1/2020 - [Iowa](#), [Louisiana](#), [Michigan](#), [Nevada](#), [Ohio](#), [Tennessee](#), [Virginia](#)

11/1/2020 - [Connecticut](#), [Kansas](#), [Texas](#)

[Loyal American Life Insurance Company](#) (Loyal):

10/1/2020 - [Vermont](#), [Washington](#)



VANCOUVER 2021

Like nowhere else. Like nobody else.

Earn trip credits toward Cigna Supplemental Benefits' annual incentive trip to Vancouver next year. [Join us June 13–17, 2021.](#)

Together, all the way.®

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