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# CSB UPDATE

Timely news from Cigna Supplemental Benefits

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## Swing into spring sales with CSB!

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As March comes to a close and the weather starts warming up, we have all the help you need to earn more this season.

In this edition,

- get all of your questions answered with our new email address for incentive-related inquiries.
- check out our Plan N white paper.
- continue to earn leads and bonus cash with our 2021 Rewards Program.
- engage in one of our new training opportunities.

## Sales support

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### Plan N

Don't forget about our in-depth look at [Plan N](#)! Our subject matter experts recently compiled detailed data that supports the future of Medicare supplement plan sales. See how current trends point to Plan N as the product of choice for more Medicare supplement customers and get ready to maximize your Med supp sales today!

## Product launches

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### New CNHIC launches

Our 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](#)

## Contests and incentives

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### New incentive email address

We have a new email address for all of your incentive-related inquiries! Going forward, please send your comments and questions about our contests and incentives to [CSBincentives@Cigna.com](mailto:CSBincentives@Cigna.com).

### Don't forget to take advantage of our 2021 Rewards Program:

#### Earn 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.<sup>1</sup>

- 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.

#### Earn 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.<sup>2</sup> You can also get a [\\$25 cash bonus](#) for qualifying supplemental health products with a minimum of five applications.<sup>3</sup>

- 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

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### New agent training opportunities

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

[Cigna's Medicare Supplement Portfolio - Apr. 7 - 4PM ET](#)

### Existing agent training opportunities

#### Individual Whole Life

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

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

#### Accident Treatment

[Apr. 6 - 4PM ET](#)

[Apr. 8 - 4PM ET](#)

## Other State Updates

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### 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](#)

5/1/2021 – Minnesota, [New Jersey](#)

*The outline of coverage for Minnesota will be available on AgentView soon.*

## Together, all the way.®

1. January 1–December 31, 2021.
2. January 1–September 30, 2021.
3. January 1–December 31, 2021. Excludes Final Expense policies.

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