



Agent Field Bulletins April 2018

BFAC Medicare Supplement Application Updates, Virginia BFLIC Medicare Supplement revisions and more...

Several product updates and releases are mentioned within this bulletin. Please review each below:

- New Medicare Supplement Application Packages (B 21492 AP2017 PKG) have been created for Medicare Supplement products written through Bankers Fidelity Assurance Company™ (BFAC). This application package has been designed to be easier to complete and allows agents to write either Preferred or Standard business on the same application. This application replaces the B2 0114 AP2014 packages. As of 4/17/2018 we will no longer accept Medicare Supplement business written on the Combo Application, however, the application may still be used to write Senior Security® Whole Life products and Short-Term Care products in available areas. The new application package is effective immediately for the following states:
 - Georgia, Indiana, Illinois, Mississippi, Oklahoma, South Carolina, Tennessee, Utah, and West Virginia
- Rate changes for the current B 21092 Preferred and Standard Medicare Supplement product through Bankers Fidelity Life Insurance Company® (BFLIC) will go into effect for the state of Virginia on 4/16/2018. Plans A, F, and G will experience a 9% rate increase while plan K will experience a 6% rate increase. There are no changes to plan High Deductible F. Plans F and G will also experience a 9% rate increase in the state of Virginia for the Closed Series of Business (B 9200) for Medicare Supplement

products effective 4/16/2018. A one-time, \$25 policy fee will also go into effect with the rate increase.

- The eApp for New Mexico BFLIC Medicare Supplement products is now live.

Login to ADDS

To view the full details of the release of these products and their updates, and to access specific collateral including applications, rates, and outlines of coverage, login to ADDS by clicking above and visit the "Agent Bulletins" folder within the Library. For questions regarding product knowledge or to order supplies, contact Agent Support at 866.458.7503 or email agentsupport@bflic.com.