



## **eApp Updates**

### **New Bank Draft Schedule**

In August 2021, Bankers Fidelity rolled out a new Draft Schedule option on eApp to give your clients the flexibility of choosing a specific time of month for drafting recurring payments. This option can only be utilized when the selected recurring payment method is Monthly Bank Draft.

### **Text Signature**

In September 2021, Bankers Fidelity rolled out a new Text Signature feature for the eApp. With the release, agents and their clients are able to sign applications for insurance using a mobile device if a valid mobile number and email address are provided.

Other updates were made, too, in order to improve the eApp experience.

Some updates include:

- A "rollback" button was added on the Authorization Page so agents can update applications prior to the completion of the signature process.

- Being able to choose different DocuSign methods to provide more flexibility when all signers are not present at the time of application. This flexibility is available for all signing methods, including Text Signature, with a valid email address and/or mobile number.

For the eApp Quick Start Guide, click [here](#).

## Incentives

**The qualification period for the 2022 Annual Sales Leaders Conference in London is now extended to include January 1, 2022 business.** Now is your chance for you to write as much business as possible and qualify for the trip across the pond! Ancillary product lines (Life, Short-Term Care, Cancer and Hospital Indemnity) count at 300% credit. For the full requirement information, see below.

### London 2022 Requirements

Agents can also take this opportunity during AEP to earn some extra cash with the App2Reward® Program\*! Each ancillary submitted and issued application will earn a \$50 bonus on their commission statement. Full details about the bonus program can be found through the button below.

\*Not all agents are eligible for the App2Reward Program. Please reach out to Agent Support to check eligibility.

BOLT  
**App2Reward**®

## App2Reward® Program

### Product Spotlight: Vantage Flex 65®

**Vantage Flex 65® - Senior Hospital Indemnity** offers flexible coverage for out-of-pocket hospital confinement expenses. It's not a replacement for major medical, but rather, works in conjunction with your client's health insurance. Some benefits include\*:

- Issue Ages 65-85
- Simplified Underwriting
- Flexible policy design
- Daily Hospital Confinement Benefit Amounts \$100 - \$1,500\*
- Benefit period options of 5, 10, 15 days or First Day Hospital Confinement\*
- Medicare Supplement High Deductible Plan F/G Endorsement\*\*

\*Amounts and periods vary by state

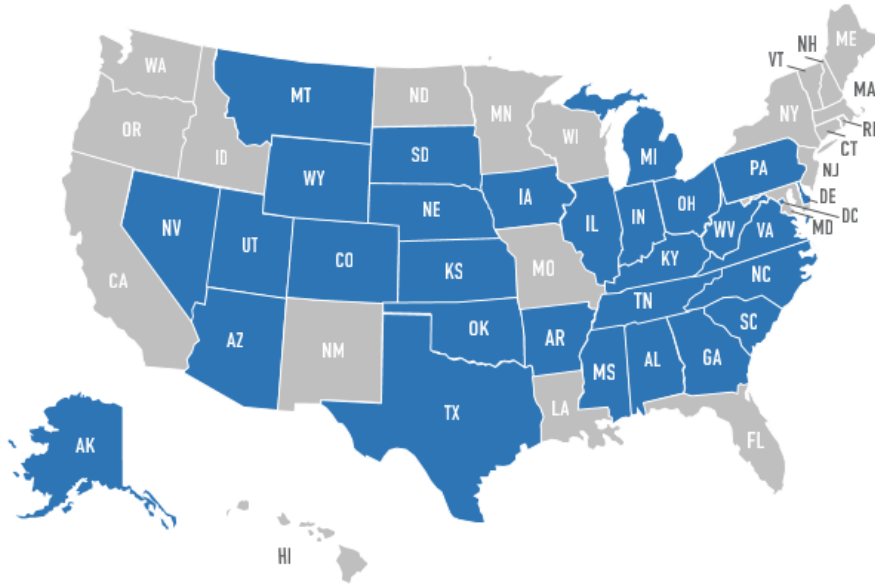
\*\*Not available in all states. Plan availability may vary by state. Must be Medicare-eligible on or before December 31, 2019 to be able to qualify for a High Deductible Plan F.

In addition, writing this product will earn agents:

- 300% credit towards the London 2022 Trip
- \$50 bonus through our App2Reward® program\*\*\*

\*Not all agents are eligible for the App2Reward Program. Please reach out to Agent Support to check eligibility.

Vantage Flex 65® is available in the following states:



Click the image below to view our consumer-facing Vantage Flex 65® video to share with clients.



For our entire product portfolio, check out our [All Product Brochure](#).

## Company Updates

- Effective 10/19/2021, [New Hampshire](#) released our Vantage Care product

- Effective 10/21/2021, BFLIC Medicare Supplement product and marketing materials were withdrawn from Mississippi; Mississippi BFAC Medicare Supplement is still available
- Effective 10/28/2021, Medicare Supplement Plan N is available for Utah BFAC

## Rate Revisions

- Effective 10/22/2021 | Indiana BFLIC (closed)
- Effective 11/01/2021 | Kentucky BFLIC (closed)
- Effective 11/01/2021 | Texas BFAC

[Login to ADDS®](#)

If you have any questions, reach out to Agent Support at 866-458-7503 or [agentsupport@bflic.com](mailto:agentsupport@bflic.com).



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