

Sales Agents

Medicare Department | Field Agent

Job Summary

Sale Medicare Advantage Plans offered by HRBC.

Reports to: Territory Manager and/or CEO

Medicare Department Responsibilities

- Strong knowledge of all plans being offered.
- Stay up to date with license and health plans certifications.
- Strictly adheres to the CMS and HRBC's marketing regulations.
- Schedule individual meetings and group presentations from assigned/self-generated leads
- Enroll eligible individuals in Medicare products accurately and thoroughly complete and submit required enrollment documentation, consistent with Medicare requirements and enrollment guidelines. Assist the prospect in completion of the enrollment application. Forward completed applications to appropriate administrative contact within 48 hours of sale.
- Ensure Medicare beneficiaries accurately understand the product choices available to them, the enrollment process (eligibility requirements, Medicare review/approval of their enrollment application, timing of ID card receipt, etc.) and the service contacts and process.
- Develops and maintains new and existing provider and community-based organization relationships.
- Participates in marketing events and exhibits as needed.
- Maintain good relationships with new and existing clients.
- Look for prospective medical groups & doctors office to collaborate with.
- Work closely with Territory Manager to ensure the success of meeting personal quotas.
- Attend HRBC trainings & gatherings at least once or twice a month.

Extra Hand – Be the best Insurance Agent for your clients, associates, and partners.

Personal Characteristics

- Always maintain a positive attitude.
- Have a business mind and treat this opportunity as your own business.
- Self-starter with the ability to work independently.
- Strong and ethical performance.
- Excellent time-management and phone skills.
- Coachable and competitive spirit.
- Maintain a professional presence at all times.

Compensation on Page 2

HRBC Agent



5 Year Commission & Residual Potential

| | YEAR 1 | YEAR 2 | YEAR 3 | YEAR 4 | YEAR 5 |
|------------------------------------|--------------------|--------------------|---------------------|---------------------|---------------------|
| Title | New Agent | New Agent | Sr. Agent | Sr. Agent | Sr. Agent |
| Enrollments Per Month | | | | | |
| January | 50 | 75 | 100 | 100 | 100 |
| February | 5 | 5 | 10 | 10 | 10 |
| March | 5 | 5 | 10 | 10 | 10 |
| April | 5 | 5 | 10 | 10 | 10 |
| May | 5 | 5 | 10 | 10 | 10 |
| June | 5 | 5 | 10 | 10 | 10 |
| July | 5 | 5 | 10 | 10 | 10 |
| August | 5 | 5 | 10 | 10 | 10 |
| September | 5 | 5 | 10 | 10 | 10 |
| October | 5 | 5 | 10 | 10 | 10 |
| November | 5 | 10 | 10 | 10 | 10 |
| December | 10 | 15 | 20 | 20 | 20 |
| Total Annual Enrollments | 110 | 145 | 220 | 220 | 220 |
| Commission per Enrollment | \$259 | \$259 | \$259 | \$259 | \$259 |
| Enrollment Comp. | \$28,490.00 | \$37,555.00 | \$56,980.00 | \$56,980.00 | \$56,980.00 |
| Renewals (80% Retention) | | | | | |
| YEAR 2 (88 x \$257) = | | \$22,792.00 | | | |
| YEAR 3 (204 x \$257) = | | | \$52,836.00 | | |
| YEAR 4 (380 x \$257) = | | | | \$98,420.00 | |
| YEAR 5 (556 x \$257) = | | | | | \$144,004.00 |
| Total Annual Renewals Comp. | | \$22,792.00 | \$52,836.00 | \$98,420.00 | \$144,004.00 |
| TOTAL ANNUAL COMP. | \$28,490.00 | \$60,347.00 | \$109,816.00 | \$155,400.00 | \$200,984.00 |

IMPORTANT NOTE 1. Illustration purposes only. The actual earned commissions may vary by production and or the type of contract signed with HRBC insurance. Marketing and Retention fee is not deducted in this example.
 2. New to Medicare enrollments pay \$517, the example above is based off plan switch and renewals.

HRBC is committed to helping you build your business and will **advance commission for your first 3 to 6 months.**

To apply please visit our website HRBCinsurance.com/Agents and complete the form on the right or feel free to call us at **866-383-HRBC**