

Operations

Medicare Sales Open Enrollment Experts

Client Type:

Health Plan Organization

Project Scope:

Medicare Licensed Sales
Open Enrollment

Duration:

4 Months

Team Size:

2 Full-Time Consultants



Problem

An innovative, nationally-recognized, regional not-for-profit health plan was in need of additional staff members to **support the upcoming Medicare Advantage 2020 enrollment period**. These staff members would be tasked with enrolling new clients in individual and small group insurance plans.



Response

Jacobson quickly supplied consultants with the skill sets and experience necessary to fulfill our client's immediate needs. The professionals were **licensed Medicare and health insurance agents** and had previous direct-to consumer and community rated experience.



Solution

Ultimately, our consultants were able to **educate and successfully enroll new clients in health insurance plans** best suited for their needs. Our client was pleased with the consultant's ability to sell both individual and small group insurance policies. In the midst of an extremely busy open enrollment period, the client continued to **provide excellent customer service** and maintain their commitment to quality, service, and customer satisfaction.

JACOBSON