

Don't Lose Your Book Of Business After Clients Turn 65

You work hard to build your client base. When you include Medicare products in your portfolio, you create life-long clients who use your services from the beginning and into retirement. Take a look at the numbers if you retire with 100, 250, and 500 clients on the books:

- ✓ **100 clients** can earn up to **\$30,100** a year in renewal commissions.
- ✓ **250 clients** can earn up to **\$75,250** a year in retirement.
- ✓ **500 clients** can earn up to **\$150,500** annually, just from Medicare sales commissions.



DID YOU KNOW?

Facts About Medicare in 2023

10,000 people per day turn 65 in the United States.

With baby boomers aging in, Medicare enrollment rates are expected to continue growing well into the 2030s.

Between 2015 and 2023, Medicare Advantage renewal commissions increased 47%.



More Reasons To Sell Medicare

When focusing on just under 65 health insurance, you miss the opportunity to be an agent for life. You can help your current clients transition into a new type of insurance and phase of life easier than ever.

By adding Medicare to what you offer you are expanding your potential client base and giving yourself even *more leads*.

Seniors shop by word of mouth. These types of clients are going to be your **BEST** referral source to their friends and family making sales that much easier!

Medicare Advantage and PDP Renewals is 50% of Original Commission Every Year, Forever.

2023 commissions for most U.S. states are \$601 for persons new to Medicare and \$301 for renewals. Commissions are even higher in some U.S. states like California. Commissions are paid in advance. Renewal commissions stay level for the life of the policy.

Medicare Agent Commission Growth

Year	MA (Renewal)	PDP (Renewal)
2023	\$601 (\$301)	\$92 (\$46)
2022	\$573 (\$287)	\$87 (\$44)
2021	\$539 (\$270)	\$81 (\$41)
2020	\$510 (\$255)	\$78 (\$39)
2019	\$482 (\$241)	\$74 (\$37)
2018	\$455 (\$228)	\$72 (\$36)
2017	\$443 (\$222)	\$71 (\$36)

* Some states pay differently.

