

National Medicare Education Week: September 15-21!

Several years ago, UnitedHealthcare created National Medicare Education Week (NMEW), which is celebrated annually from September 15-21, to help Medicare beneficiaries understand the basics of Medicare and Medicare insurance options. It begins exactly one month before the start of the Medicare Open Enrollment Period (October 15- December 7), when beneficiaries can make changes to their coverage. The Agent Toolkit has materials and resources to help you execute your own NMEW event*. These materials were made with you in mind, to help you develop connections within your market while drawing from the widespread “buzz” around NMEW. Go to the Medicare Made Clear folder in the toolkit to view the “NMEW Event-In-A-Box” materials.

*Note: As a reminder, all NMEW events must be reported and conducted as educational events. Refer to the Agent Guide, available on the Distribution Portal for guidelines that must be followed when conducting an educational event. Agents must pass the Events Basics module prior to reporting and conducting any educational or marketing/sales event.

Understanding the Stages of Cancer

Cancer plans often pay according to the stage a cancer is in when discovered. Stage refers to the extent of your cancer, such as how large the tumor is, and if it has spread. The TNM system helps describe cancer in great detail. But, for many cancers, the TNM combinations are grouped into five less-detailed stages.

<u>Stage</u>	<u>What it means</u>
Stage 0	Abnormal cells are present but have not spread to nearby tissue. Also called carcinoma in situ, or CIS. CIS is not cancer, but it may become cancer.
Stage I, Stage II, and Stage III	Cancer is present. The higher the number, the larger the cancer tumor and the more it has spread into nearby tissues.
Stage IV	The cancer has spread to distant parts of the body.

Another staging system that is used for all types of cancer groups the cancer into one of five main categories. This staging system is more often used by cancer registries than by doctors. But, you may still hear your doctor or nurse describe your cancer in one of the following ways:

- In situ Abnormal cells are present but have not spread to nearby tissue.
- Localized Cancer is limited to the place where it started, with no sign that it has spread.
- Regional Cancer has spread to nearby lymph nodes, tissues, or organs.
- Distant Cancer has spread to distant parts of the body.
- Unknown There is not enough information to figure out the stage.

Learn more at www.cancer.gov. Specific information on stages: <http://www.cancer.gov/about-cancer/diagnosis-staging/staging>

Reminder: In 2016, an estimated 1,685,210 new cases of cancer will be diagnosed in the United States and 595,690 people will die from the disease. Please remember to ask your clients if they have appropriate coverage for this costly illness.

Earn Extra Cash With the UHC A2OH! Rewards Program

In addition to commissions, Level 2 agents can now earn points toward cash rewards on every accepted and paid AARP Medicare Supplement Plan insured by UnitedHealthcare Insurance Company, application. Eligibility and rewards may vary for some states. For more info visit the authorized to offer section of the United distribution portal.

September Is Life Insurance Awareness Month

Throughout September, advertising for Life Insurance Awareness Month will appear in national media coverage, so that makes it a perfect time for you to contact clients and prospects to perform a review of their life insurance coverage. To assist you in your efforts, United of Omaha has a Life Insurance Awareness Month postcard for you to send clients and prospects, emphasizing the importance of life insurance.

http://www.mutualofomaha.com/esp/e2384/documents/164736_liam_consumerpostcard.pdf