

Happy New Year and Welcome to 2023!



Sales & Marketing Updates

Remember we have many great resources for you and your clients about the LiveHealthy Rewards program. Check them out!

- [LiveHealthy webpage](#)
- [MyClover Member Portal](#) (also easily accessible with purple button at top right of Clover Health home page!)
- [Broker LiveHealthy Rewards Quick Reference Guide](#)
- [LiveHealthy Rewards videos on the Helpful Resources page](#)



Market News

A disaster has been declared for **Georgia** and **South Carolina** due to recent winter weather/storms. As a result, there is an **SEP that is effective thru 02/28/23**.

A disaster has been declared for **Texas**, with exception of Wilson county, due to drought. As a result, there is an **SEP that is effective thru 02/28/23**.

Just as a reminder, these SEP exist for individuals affected by a disaster or other emergency declared by a Federal, state or local government entity who were unable to, and did not, make an election during another valid election period.



Events & Training

The new 2023 training calendar is posted and we look forward to your joining us to learn more about Clover plans and programs!

Check out our Events & Training Calendar



Member News

As always, Clover outreaches to members at various times throughout the year to help ensure member satisfaction. Currently running is an outbound call campaign that reminds 2022 members on a 2023 plan with an Rx deductible, who have filled an applicable Rx in previous 6 months, that when they fill a deductible-eligible medication in the new year, their Rx deductible will be applied on their next fill.



Did You Know...

91% of customers say they'd give referrals. Only 11% of sales people ask for referrals.
Source: @dalecarnegie



In The Industry

OEP Reminders:

This enrollment period (Jan 1 - March 31) gives Medicare Advantage plan members a chance to revisit their plan selection and make a one-time change if they so wish. Those changes include the following:

- Switch to a different Medicare Advantage plan (Part C).
- Drop Medicare Advantage plan and go back to Original Medicare (Parts A & B).
- Enroll in a Medicare prescription drug plan (Part D), if you go back to Original Medicare.

As always, any plan change should be made to ensure plan meets health and budget needs.

If you have any other questions, please do not hesitate to reach out to our [local broker team](#) or broker support at brokers@cloverhealth.com / (855) 979-2236

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