59% OF RETIREES BELIEVE THEIR ADVISORS SHOULD BE EQUIPPED TO DISCUSS RETIREMENT HEALTH CARE COSTS.*

43% OF SOON-TO-BE RETIRED CLIENTS PLAN ON DISCUSSING HEALTH CARE COSTS IN RETIREMENT WITH THEIR FINANCIAL ADVISOR.*

ARE YOUR ADVISORS PREPARED TO ANSWER THEIR CLIENTS' QUESTIONS ABOUT MEDICARE?

Financial planning and health care planning have traditionally been carried out in isolation from one another. These two planning processes are rapidly converging, however, as skyrocketing costs turn health care into a financial issue.

Helping clients through the complicated Medicare maze can be a powerful differentiator.

Your registered reps don't have to earn a health insurance license and start selling supplemental Medicare plans to help clients. They simply refer clients with Medicare questions to Medicare BackOffice®. We'll answer Medicare questions, so your registered reps can continue to focus on what they do best — financial planning. By working with **Medicare BackOffice** your advisors will feel like they added a staff member who specializes in Medicare. And, best of all, they retain their clients, who otherwise might have gone elsewhere.

*Nationwide Insurance and Harris Interactive (2012). Healthcare costs in Retirement Consumer Study.

LEARN HOW MEDICARE BACKOFFICE CAN HELP

www.MedicareBackOffice.com

Medicare BackOffice™

Who We Are

Medicare BackOffice® is a team of dedicated insurance agents who are licensed, contracted and certified in all 50 states to provide Medicare advice and products.

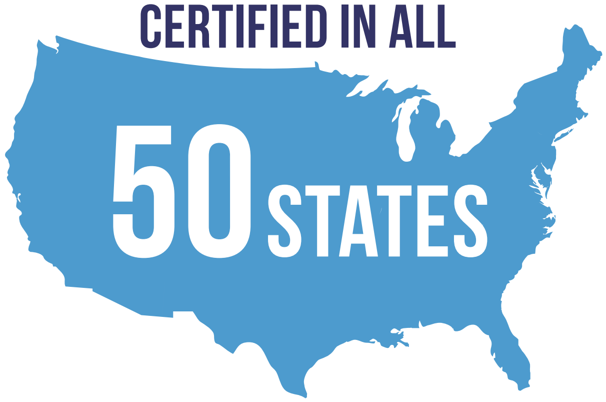
What We Do

Based in Omaha, Nebraska, our purpose is to serve as a "back office," or support service, to everyone from independent financial advisors to insurance agents who do not specialize in Medicare insurance. Our Licensed Insurance Agents conduct a needs analysis with each client to ensure they arrive at decisions that are right for them. They advise clients solely on Medicare and Part D products from insurance carriers that are "A"-rated or better, always with the clients' needs taking top priority.

How We Help You

Medicare BackOffice strengthens your relationship with clients or employees by providing them a source of accurate, dependable information and making their search for Medicare answers easier and stress-free.

WE ARE CONTRACTED AND CERTIFIED IN ALL



TO PROVIDE MEDICARE ADVICE AND PRODUCTS

HERE'S HOW IT WORKS:

1. REGISTER
Advisor registers with Medicare BackOffice

2. REFER
When clients have Medicare questions, advisor refers them to Medicare BackOffice

3. RECEIVE
A referral fee is paid when a client enrolls

Next Steps:

1-877-385-8083
www.MedicareBackOffice.com

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