



Mid-America

Great Lakes

Heartland

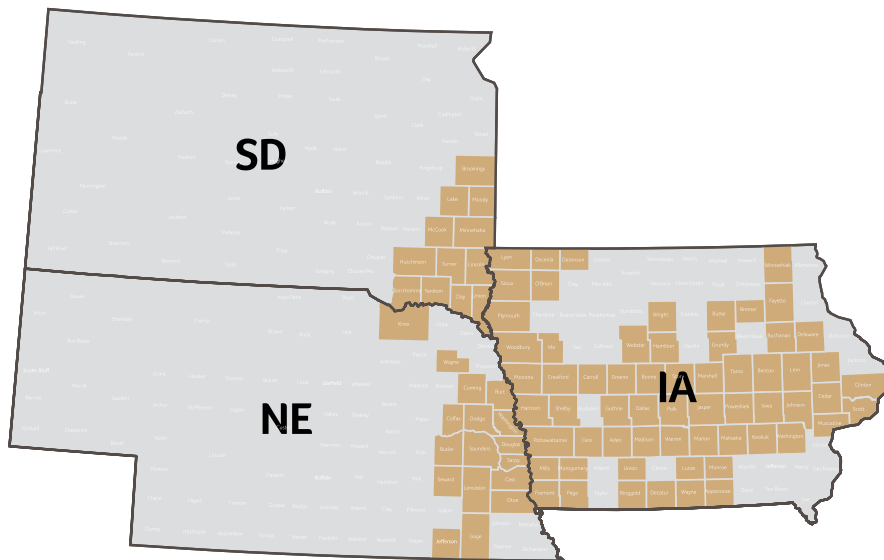
Midlands

Ohio/Kentucky

ShowMe (St. Louis)

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Midlands Market



Number of Medicare eligibles*

IA Cedar Rapids	153,385
IA Council Bluffs	41,349
IA Des Moines	171,776
IA Sioux City	42,384
NE Nebraska	182,690
SD South Dakota	59,336
Total	640,926

Service Area: IA: Adair, Appanoose, Benton, Boone, Bremer, Buchanan, Butler, Carroll, Cass, Cedar, Clinton, Crawford, Dallas, Decatur, Delaware, Dickinson, Fayette, Fremont, Greene, Grundy, Guthrie, Hamilton, Harrison, Ida, Iowa, Jasper, Johnson, Jones, Keokuk, Linn, Lucas, Lyon, Madison, Mahaska, Marion, Marshall, Mills, Monona, Monroe, Montgomery, Muscatine, Obrien, Osceola, Page, Plymouth, Polk, Pottawattamie, Poweshiek, Ringgold, Scott, Shelby, Sioux, Story, Tama, Union, Warren, Washington, Wayne, Webster, Winneshiek, Woodbury, Wright **NE:** Burt, Butler, Cass, Colfax, Cuming, Dodge, Douglas, Gage, Jefferson, Knox, Lancaster, Otoe, Sarpy, Saunders, Seward, Washington, Wayne **SD:** Bon Homme, Brookings, Clay, Hutchinson, Lake, Lincoln, Mccook, Minnehaha, Moody, Turner, Union, Yankton

*MA State/County Penetration – May 2015, CMS.gov

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Midlands Market

Market Highlights

- Low office visit copays
- Low prescription drug copays
- Local agent training and support
- Superior care from local clinical staff that includes nurses, doctors and pharmacists

Strong Network

IA:

- Includes UnityPoint Health, Genesis Health System, Physician's Clinic of Iowa, P.C., The Iowa Clinic and Mercy Medical Centers

NE:

- Includes major Nebraska health systems such as UHMC, Methodist, Alegent Creighton and BryanLGH

SD:

- Avera Health System

Midlands Market

Iowa /Adair, Appanoose, Benton, Boone, Bremer, Buchanan, Butler, Carroll, Cass, Cedar, Clinton, Crawford, Dallas, Decatur, Delaware, Dickinson, Fayette, Fremont, Greene, Grundy, Guthrie, Hamilton, Harrison, Ida, Iowa, Jasper, Johnson, Jones, Keokuk, Linn, Lucas, Lyon, Madison, Mahaska, Marion, Marshall, Mills, Monona, Monroe, Montgomery, Muscatine, O'Brien, Osceola, Page, Plymouth, Polk, Pottawattamie, Poweshiek, Ringgold, Scott, Shelby, Sioux, Story, Tama, Union, Warren, Washington, Wayne, Webster, Winneshiek, Woodbury, Wright **South Dakota /** Bon Homme, Brookings, Clay, Hutchinson, Lake, Lincoln, McCook, Minnehaha, Moody, Turner, Union, Yankton

Coventry Advantra Platinum (PPO)	
Why You Should Sell This Plan	4.5 star PPO, \$0 plan premium, flexibility of receiving services both in- and out-of-network, vision coverage and free health club membership
Monthly Premium	\$0
PCP In-Network	\$10
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$400 per day, days 1-4; \$0 per day, days 5-90
Out-of-pocket Maximum	\$4,700 In-Network / \$7,500 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$15 copay
Tier 2 - Generic	\$8/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Midlands Market

South Dakota / Lincoln, McCook, Minnehaha

Coventry Total Care (PPO)	
Why You Should Sell This Plan	\$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with Avera Health, vision and dental coverage and a free health club membership
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$325 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,200 In-Network / \$5,100 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Midlands Market

Iowa / Marshall, Story

Coventry Total Care (PPO)	
Why You Should Sell This Plan	A \$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with McFarland Clinic, vision and dental coverage and a free health club membership
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$325 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,200 In-Network / \$5,100 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Midlands Market

Iowa / Ida, Monona, Plymouth, Woodbury

Coventry Total Care (PPO)	
Why You Should Sell This Plan	\$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with Siouxland Medical Doctors Inc. (known as Patient Preferred), vision and dental coverage and a free health club membership
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$325 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,200 In-Network / \$5,100 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Midlands Market

Nebraska / Butler, Colfax, Cuming, Douglas, Gage, Jefferson, Knox, Lancaster, Washington, Wayne

Coventry Advantra Platinum (PPO)

Why You Should Sell This Plan

Low monthly plan premium, wide selection of providers, vision and dental coverage and free health club membership

Monthly Premium	\$20
PCP In-Network	\$5
Specialist In-Network	\$40
Inpatient Hospital In-Network	\$400 per day, days 1-4; \$0 per day, days 5-90
Out-of-pocket Maximum	\$5,700 In-Network / \$7,500 Combined
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$15 copay
Tier 2 - Generic	\$8/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	30% coinsurance

Midlands Market

Nebraska / Burt, Butler, Cass, Colfax, Cuming, Dodge, Douglas, Gage, Jefferson, Lancaster, Otoe, Sarpy, Saunders, Seward, Washington, Wayne

Coventry Advantra Silver (HMO)

Why You Should Sell This Plan

4.0 Star-rated HMO, \$0 plan premium, Part D coverage, vision coverage and a free fitness club membership

Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$350 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$5,200 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$10 copay
Tier 2 - Generic	\$8/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	\$100 copay
Tier 5 - Specialty	30% coinsurance

Midlands Market

Iowa / Adair, Appanoose, Benton, Boone, Bremer, Buchanan, Butler, Carroll, Cass, Cedar, Crawford, Dallas, Decatur, Delaware, Fayette, Fremont, Greene, Grundy, Guthrie, Hamilton, Harrison, Ida, Iowa, Jasper, Johnson, Jones, Keokuk, Linn, Lucas, Madison, Mahaska, Marion, Marshall, Mills, Monona, Monroe, Montgomery, Muscatine, Page, Plymouth, Polk, Pottawattamie, Poweshiek, Ringgold, Scott, Shelby, Story, Tama, Union, Warren, Washington, Wayne, Webster, Winneshiek, Woodbury, Wright

Coventry Advantra Silver (HMO)	
Why You Should Sell This Plan	4.5 Star-rated HMO, \$0 plan premium, Part D coverage, vision coverage and a free fitness club membership
Monthly Premium	\$0
PCP In-Network	\$5
Specialist In-Network	\$35
Inpatient Hospital In-Network	\$350 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$4,200 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$3/\$15 copay
Tier 2 - Generic	\$8/\$20 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Midlands Market

Iowa / Dallas, Polk, Warren

Coventry Total Care (HMO)	
Why You Should Sell This Plan	\$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with Mercy Medical Center Des Moines, vision and dental coverage and a free fitness club membership
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$30
Inpatient Hospital In-Network	\$325 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,200 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Midlands Market

Iowa / Pottawattamie

Coventry Total Care (HMO)	
Why You Should Sell This Plan	\$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with Alegend Creighton Health, vision and dental coverage and a free fitness club membership
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$25
Inpatient Hospital In-Network	\$325 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$2,500 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance

Midlands Market

Nebraska / Douglas, Sarpy

Coventry Total Care (HMO)	
Why You Should Sell This Plan	\$0 plan premium, \$0 in-network PCP copay, coordinated care program through a partnership with Alegent Creighton Health, vision and dental coverage and a free fitness club membership
Monthly Premium	\$0
PCP In-Network	\$0
Specialist In-Network	\$25
Inpatient Hospital In-Network	\$325 per day, days 1-5; \$0 per day, days 6-90
Out-of-pocket Maximum	\$3,700 In-Network
Prescription Drugs	Preferred Pharmacies/ Non-Preferred Pharmacies
Tier 1 - Preferred Generic	\$0/\$10 copay
Tier 2 - Generic	\$5/\$15 copay
Tier 3 - Preferred Brand	\$47 copay
Tier 4 - Non-Preferred Brand	50% coinsurance
Tier 5 - Specialty	33% coinsurance