

LeClair

Roadmap to AEP

One Step at a Time

To help you get ready for AEP, we have created a Roadmap to AEP. It's designed to provide month-by-month suggestions to follow so that you're able to give your clients the information they need to make decisions about their health care insurance; and maintain your professional and personal calendar.

AEP 2025

AEP is going to provide a unique opportunity for agents who are ready and prepared to take advantage of a changing regulatory landscape

IRA

The IRA has placed a \$2000 maximum out of pocket on prescription drug costs for clients

2025 CMS Final Rule

With the 2025 CMS Final Rule and continuing roll-outs of the Inflation Reduction Act, CMS is making efforts to level the playing field by eliminating steering incentives that create an anti-competitive environment

Opportunities

New opportunities always arise with change – take advantage of them!

CMS

CMS has redefined compensation to set a clear fixed amount, prohibits volume-based enrollments

Medicare Advantage

Medicare Advantage plans aren't going anywhere and neither are you!

Monthly Checklist



June 2024

- Speak to your SRM regarding your current carriers, portfolio
- Get your AHIP completed - launches 6/24/2024
- Create a plan to contact your clients regarding any changes



July 2024

- Schedule client appreciation event for August
- Complete any outstanding training
- Contact all of your clients at least once for updates



August 2024

- Hold client appreciation event for August
- Finish contacting clients
- Mental health checklist
- Make sure you're taking care of yourself