

A.G. Capital Insurance Services



Medicare Marketing and Administrative Support



A. G. CAPITAL INSURANCE
SERVICES, LLC

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Hello!



AGCI's commitment to independent insurance agents is a true partnership.

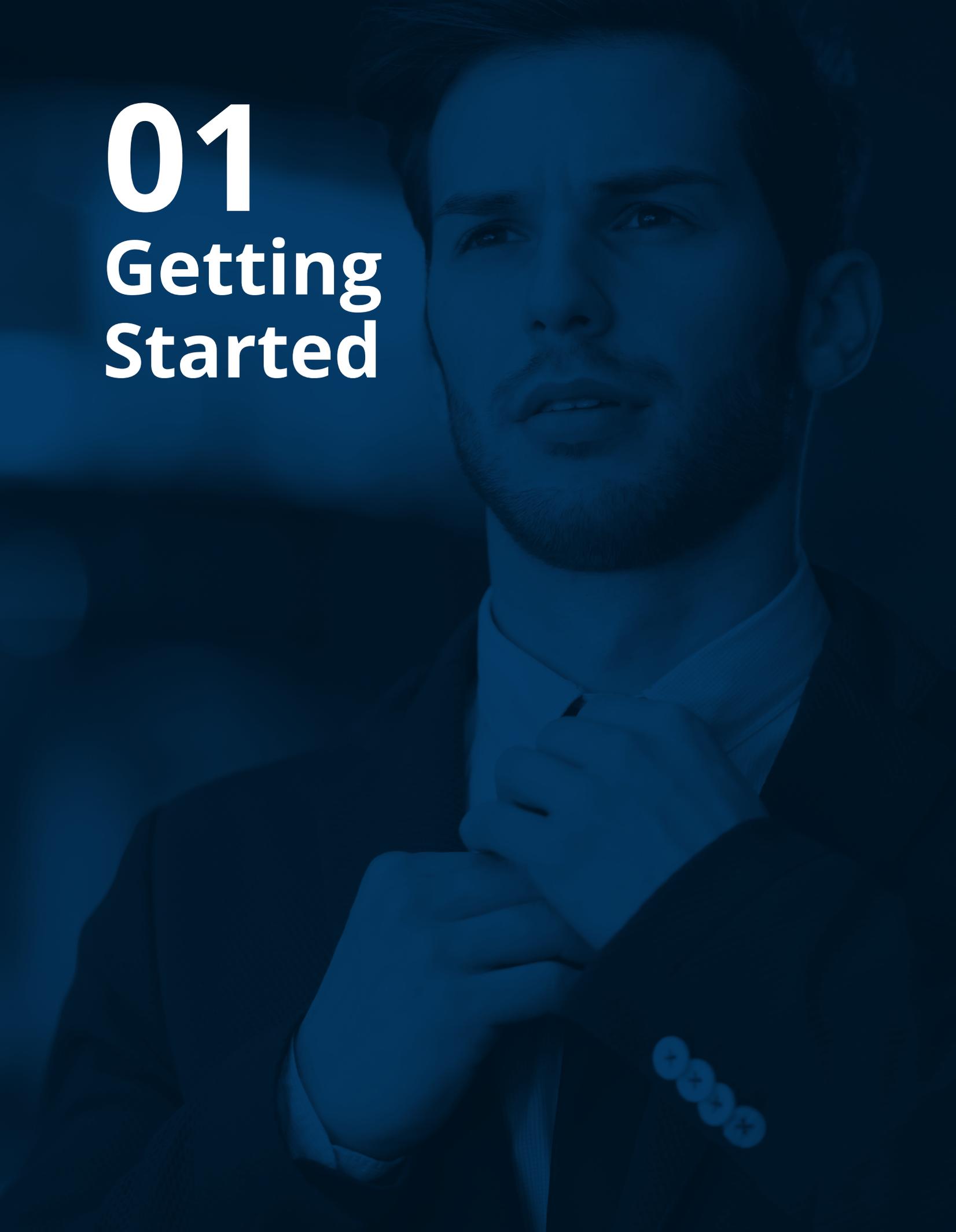
"Building Solutions to Grow Your Business."



About AGCI

Your Choice of Leading Insurance Companies

AG Capital Insurance Services (AGCI), a full-service Insurance Marketing Organization, founded by Anthony Denisi, we serve the Senior, Life and Health Insurance markets. At AGCI, our guiding principle is to empower our Agents and Agencies with the best training and tools needed to succeed. We are dedicated to helping you build your business and service clients in less time and with minimal hassle.

A man in a dark suit and white shirt is adjusting his tie. The image is overlaid with a semi-transparent blue filter. The man has short dark hair and a light beard. He is looking slightly to the right of the camera.

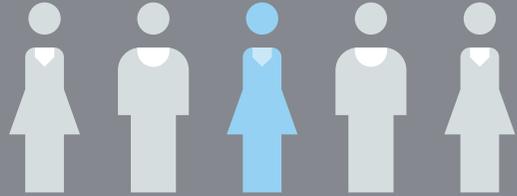
01

**Getting
Started**

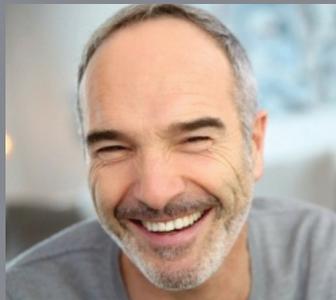
Why Medicare?

Medicare products are some of the most demanded in the industry.

You cannot afford to miss this opportunity to grow your client base and more importantly, your income. If you want to succeed in this growing marketplace, AGCI is where you need to be.



By 2030, **ONE OUT OF EVERY FIVE** Americans will be aged 65 or older.



Why AGCI?

We position agencies and brokers to achieve instant success with best-in-class technology and well-established partner networks.

Whether you are new to the industry and looking for a solid place to learn and grow, a veteran inundated with an administrative load, or an agency seeking reliable Medicare insurance agent support, we uphold our commitment to provide you with the proper support and tools needed to obtain your goals.



.....

A FEW OF THE ADVANTAGES AGCI HAS TO OFFER

.....

- We work with one of the largest Medicare - focused FMO
- You own your book of business
- We have served independent agents for over 15 years
- You get 50% of your marketing budget reimbursed*
- You have access to unlimited training to become a top selling agent
- We scrub and process all enrollments for you
- We offer a wide variety of products to serve all your clients' needs
- Your choice of leading Insurance companies to sell

*Must meet program requirements for co-op. Co-op dollars may not be available if you are a sub-agent to an agency under AGA.

How AGCI Helps You Succeed

All of our partners have access to the unparalleled service and support that has continually set AGCI apart from the competition.

AVAILABILITY

1

Local and National support when you need it.

MARKETING

2

Let us help create a local or broader plan to help build your book. From CM to Networking, we find a plan that works.

SUPPORT

3

Our Administration teams will process your applications, help fight for missing commissions or assist in fixing member issues. Our support helps keep your focus on selling.

TIMELINESS

4

Our contracting team makes it easy to stay up to date with your contract and licensing status. We are here to keep you ready to sell.

TRAINING

5

One-on-One or Group training from top Agents in the Industry.

TECHNOLOGY

6

Our state-of-the-art technology gives you access to your own suite of online tools available to you anywhere you have internet!

“

**It's our job to make sure
you succeed—we will
guide you every step of
the way.**



Contracting

With so many carriers who have different procedures, regulations, timelines and forms, we know the process can be tedious and frustrating.

That is why AGCI makes it easy. For the carriers that allow us, we will submit your contract for you! For the carriers who do not, we will provide step-by-step instructions on how to contract for each carrier, and help you along the way.

Be sure to have the following items on hand when completing the kit:

- State insurance license
- Current errors and omissions insurance certificate (\$1M/\$1M)
- Signed W-9
- Voided check (if applicable)
- Letter of release (if you have a current upline agency)



Certification

We make the certification process stress free by coordinating a number of carrier trainings each month.

Agents also receive step-by-step instructions on how to complete modules for each and every carrier. Our licensed staff is here to provide continuous hands-on support for all your certification needs.



Training

We offer one-on-one and group training from Top Agents in the industry.

Our Medicare training courses help keep you competitive and compliant. They give you a chance to continually improve your sales skills and marketing strategies. You should always be learning and sharpening your skills and we are here to support you.

A FEW COURSES WE OFFER

- Medicare 101
- Medicare.gov Training
- Low Income Subsidy
- Medicare Supplement Review
- Master Your Market
- The Sales Process
- Secrets to Success
- How to Close More Sales
- Developing Centers of Influences
- How to Conduct a Compliant CM

02

Selling Medicare



AGCI's Products

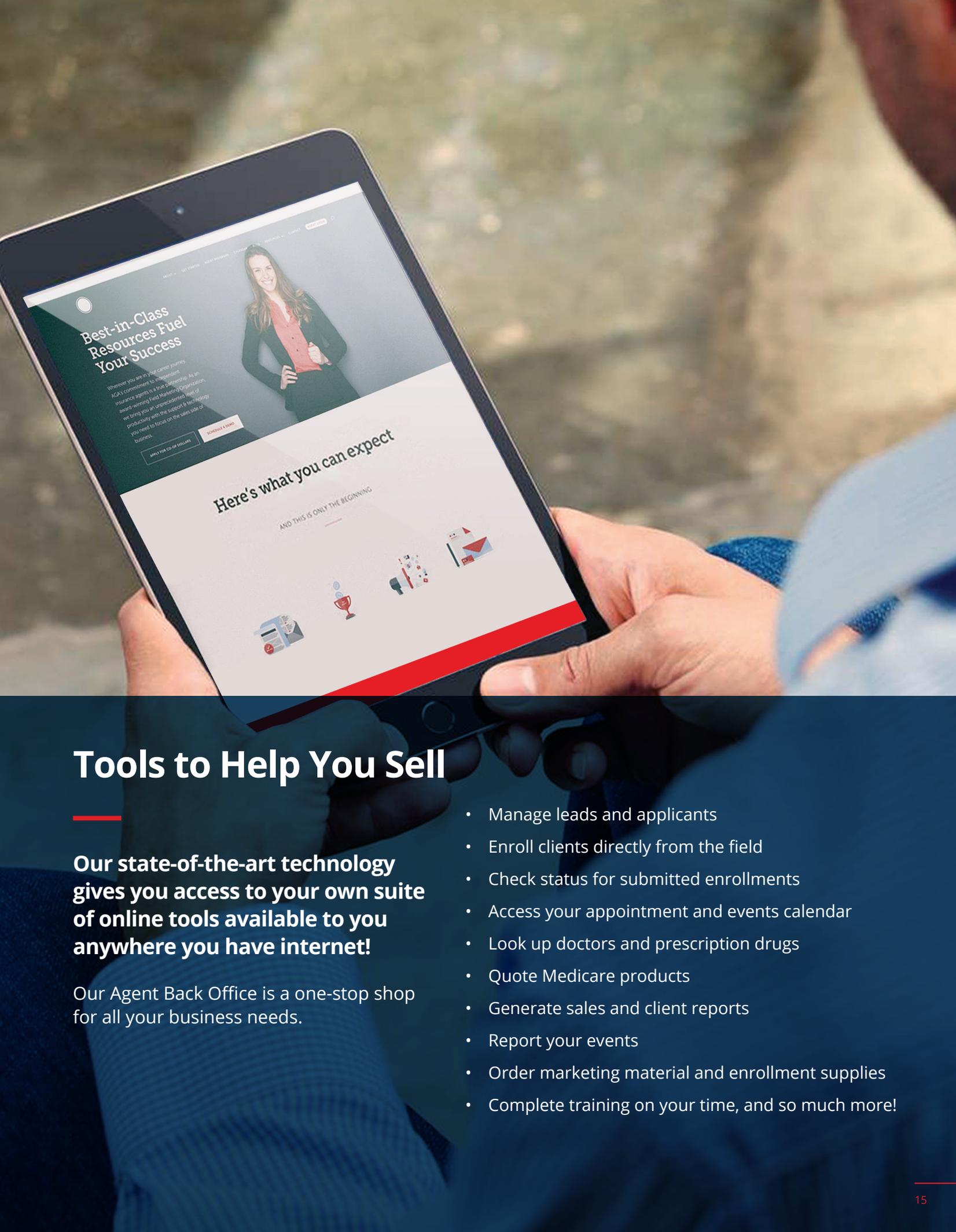


Strengthen your competitive edge with an expansive offering of carriers, plans, and innovative products.

Having an extensive selection of plan choices empowers you to provide the best option for your clients in any situation. With AGCI you will strengthen your competitive edge with an expansive offering of carriers, plans, and innovative products.

- Medicare Advantage
- Medicare Supplement
- Prescription Drug Plans
- Life/Final Expense
- Hospital Indemnity
- Cancer
- Annuities
- Short- and Long-Term Care
- Skilled Nursing
- Dental
- Heart Attack or Stroke
- Disability





Tools to Help You Sell

Our state-of-the-art technology gives you access to your own suite of online tools available to you anywhere you have internet!

Our Agent Back Office is a one-stop shop for all your business needs.

- Manage leads and applicants
- Enroll clients directly from the field
- Check status for submitted enrollments
- Access your appointment and events calendar
- Look up doctors and prescription drugs
- Quote Medicare products
- Generate sales and client reports
- Report your events
- Order marketing material and enrollment supplies
- Complete training on your time, and so much more!

Agent Programs

We strive to provide you with innovative programs and resources to help you better utilize your time, so you can capitalize on new business opportunities.



Lead Programs

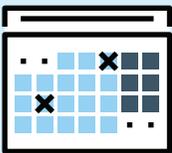
From in-person or internet leads, to phone appointments, or seminars, you choose the lead programs that work with your schedule and preference.



50% Co-op Marketing Reimbursement

We are invested in your success. AGCI is the only agency that empowers agents to launch further and faster by paying 50% of your marketing budget! Dollar-for-dollar, we will match your investment with no yearly cap.*

*Must meet program requirements for co-op. Co-op dollars may not be available if you are a sub-agent to an agency under AGCI.



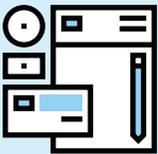
Event Opportunities

Our goal is to keep you in front of prospects and our events team does just that. We help keep you active throughout the year with various community events and seminars. From health fairs and birthday parties, to bingo and ice cream socials, we do it all. Get trained and start hosting!



Customer Relationship Program

Get your own agent website to generate more referrals. Keep your clients informed about issues of interest to seniors via an emailed blog.

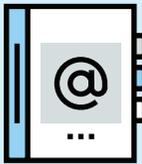


Marketing Materials

With our personalized CMS-compliant marketing collateral and presentations, you will never have to worry about the message that you are promoting or the services you are offering.

Benefits

Take advantage of everything that AGCI has to offer including:



You Own Your Book of Business

You will always maintain ownership of your business. Your book of business will remain your own, even if you leave us.



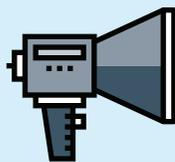
Local and National Support

You have the Local Agency support of AGCI and the National support of AGA. We have a partnership to help you grow!



Top-Level Commissions

You will always receive the maximum commissions available and we know how important it is for you to receive your money in a timely manner.



Marketing Support

Making you the face of Medicare in your community is our goal. You will have access to a multitude of materials at your fingertips, including flyers, direct mail, large signage, promotional materials, and more. Materials are available in multiple languages.



More Carrier Partners

Your choice of leading Insurance Companies to help your clients.



Agent Portal and CRM

Our agent portal includes a quote engine, application statuses, forms library, marketing collateral, commission details, reporting, and more.



Mobile Enrollment Submission

AGA's "Snap & Submit" technology brings you the fastest, easiest, and most reliable way to submit your enrollments. The secure and encrypted application allows you to submit any Medicare plan application via your cell phone directly from the field in as little as 60 seconds.

Support and Services

In addition to our ever-growing list of agent programs, all of our partners have access to the unparalleled service and support that sets AGCI apart from the competition.

- One-on-one help from licensed and certified sales staff
- Dedicated commissions discrepancy department
- Coordinated certification training and support
- Contracting team to help maintain your “ready to sell” status
- Access to carrier supplies and sales kits
- Compliance and allegation support
- Market analyses and sales strategies are available
- Submissions department to process and verify all enrollments
- Event reporting and coordination

Staying Compliant

We make every effort to assist our agents in the educational process and keep them up to date when it comes to compliance.

Our internal compliance team works tirelessly to ensure our agents:

- Always understand the evolving CMS guidelines
- Know the educational resources available
- Have an abundance of compliance trainings available at their fingertips
- Come to us when they need assistance or guidance
- Undergo corrective actions if a compliance violation were to occur
- Remain knowledgeable and protected



03

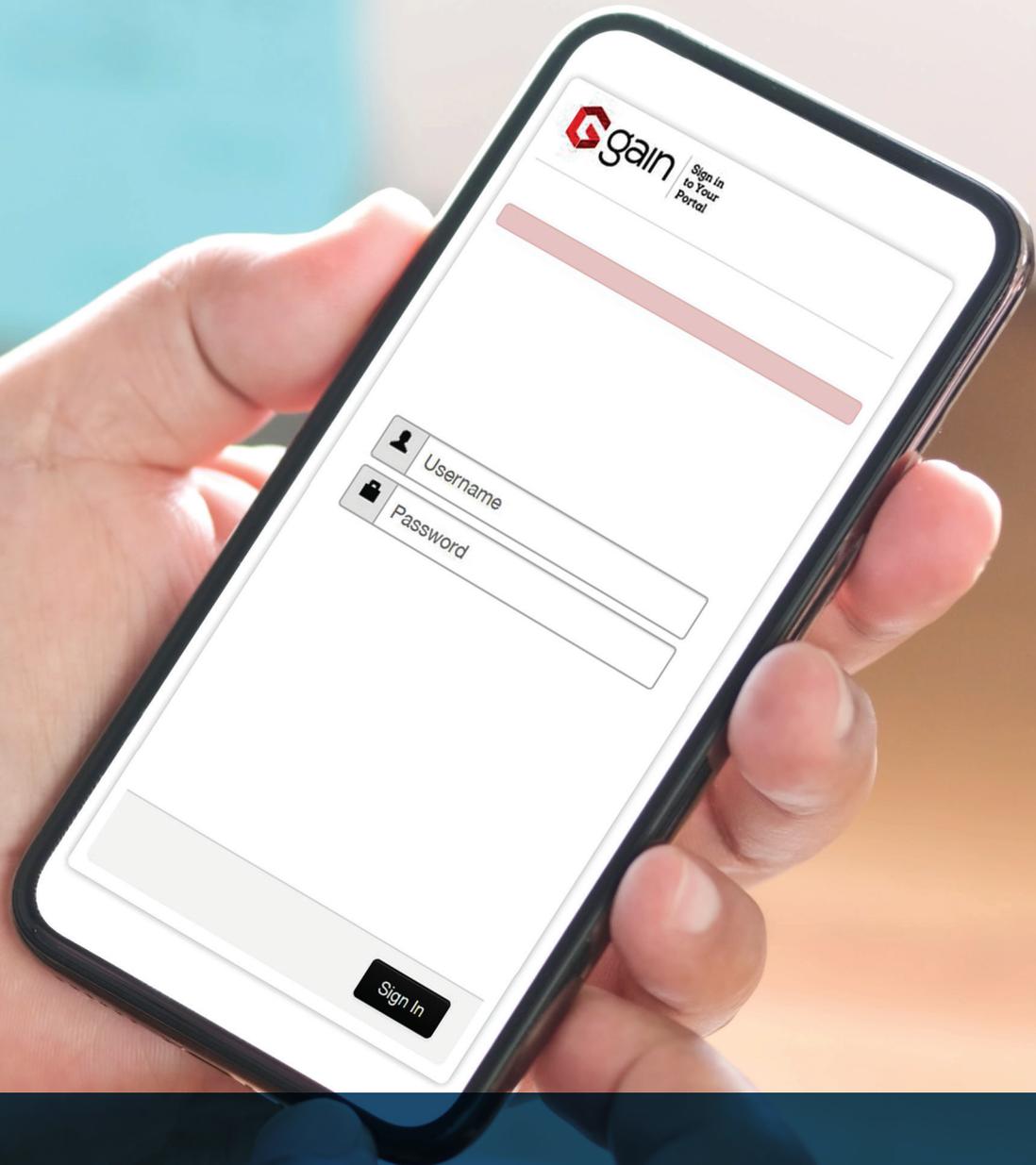
After the Sale

Submitting Enrollments

Use our enrollment cover sheet to send your applications to our team and we will take care of the rest. Submit your enrollments with our Snap & Submit mobile application, or by fax. We make it even easier by having one fax number for all carrier submissions.

Our committed staff specializes in scrubbing and processing enrollments for all of our carrier partners, so that you do not have to.





Manage Enrollments in Your Agent Portal

Recently submitted applications will be available to view in your agent portal within two business days.

- Check status of enrollments from submission to commission
- Download a copy of the submitted applications
- Run reports and export to Excel
- Access full client database for enrollments submitted through AGA
- Search by submitted or effective date

04

Next Steps





Ready to Join AGCI?

We are excited to get you started! You are just a few steps away from reaching your goals and starting to sell. Here is what you can expect next:





Complete our online contracting kit:

- 1) Visit www.agcapitalinsurance.com
- 2) Go to the "Agent Support" page
- 3) Scroll down to "Get Contracted"
- 4) Click on "Get Started"

- or -

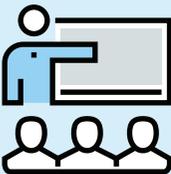
email us at info@agcapitalinsurance.com



Speak with a Sales Support team member who will guide you through AGCI's onboarding process



Meet with your Sales Manager to discuss your goals and set up an action plan



Get trained and certified



Start selling



1-877-833-8336 INFO@AIGCAPITALINSURANCE.COM



PLANS & COVERAGE ABOUT RESOURCE CENTER AGENTS CONTACT

For more information
Please fill the form out below.

First Name

Last Name

Email Address

Phone Number

Message

Call 1-877-833-8336 to speak with a representative.
Lanoka Harbor, NJ 08734 San Antonio, TX 78205 Tampa, FL 33602

Connect with Us

LOCATIONS

Lanoka Harbor, NJ
San Antonio, TX
Tampa, FL

MAIN PHONE

1-877-931-1312

MAIN FAX

1-877-334-2569

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