

MedicareCompareUSA Honored With Three Top Awards from Innovative Financial Group

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MCUSA Named Top Quality Agency, Top Performing Agency and Top Performing Agent; Praised for “Exceptionalism” in Relationships with Policyholders and Healthcare Providers

BELLINGHAM, Wash.--(BUSINESS WIRE)-- MedicareCompareUSA (MCUSA) has been presented with three top awards at the recent Innovative Financial Group (IFG) 2023 Leadership Retreat in Lake Tahoe. At its retreat, IFG named MCUSA Top Quality Agency and Top Performing Agency while honoring MCUSA's Brad Surrett as Top Performing Agent.

MCUSA is the nation's largest Medicare insurance-solution network for hospitals, health systems, physician groups and pharmacies and for more than a decade has been on the forefront of innovation in protecting continuity of care for seniors while supporting providers' bottom-line in a way that has been a win-win for everyone. IFG, one of the fastest growing insurance distributors in the country, has been working with MCUSA since 2021 to bring affordable and sensible healthcare insurance products to seniors throughout the country.

“The exceptionalism that MCUSA brings to the marketplace is seen both in the off-the-charts retention of policyholders as well as in its outstanding ongoing relationships with healthcare providers,” said Tyler Rees, chief executive officer of IFG. “Insurance is a business built on relationships and service and when we look at MCUSA we see an organization that shares our commitment to providing affordable, quality-focused insurance solutions to seniors while protecting the hard earned assets of healthcare providers.”

Joining Rees in honoring MCUSA was Nick Tatge of MarketPoint Brokerage & IFG, Sales & Strategy. MarketPoint is Humana's independent agent channel, run by IFG, through which agents gain access to various insurer contracts

while also receiving broker backroom support and tools. Tatge calls MCUSA a “model agency as it pertains to great retention, agent compliance and training,” and praised MCUSA for the leadership role it has taken at a time when the health insurance industry is seeing great fragmentation and disruption.

The collaboration between MCUSA and IFG-Humana-MarketPoint is one of the many ways MCUSA is working to assist Medicare patients make healthcare coverage decisions that allow them to retain their trusted doctors and hospitals while also supporting providers’ effort to preserve the important book-of-business that has often taken years to build. It’s toll-free Medicare Helplines connect seniors to licensed agents specially trained on the features of all Medicare options and its online Medicare Education Center provides seniors the unbiased information they need to make informed, intelligent insurance decisions.

Among MCUSA’s fastest-growing products is the highly-acclaimed MedicareOnDemand (<https://medicareondemand.com>), an online insurance exchange and resource center that helps ensure patients make informed Medicare insurance buying decisions that uphold strong physician-patient relationships.

Through MedicareOnDemand (MOD) consumers can easily compare Medicare Advantage, Medicare Supplement and Medicare Prescription Drug plans online and can even create a customized shopping experience by entering physicians, medication and preferred pharmacy information. MOD’s APP verifies plans accepted by specific providers and offers consumers the opportunity to speak immediately with a licensed insurance agent, either by phone or by scheduling a personal appointment. These agents not only help with Medicare questions and enrollment but serve patient needs for all future Medicare support. At a time when affiliated physician groups of Scripps and St. Charles Health System are terminating Medicare Advantage contracts, MOD is the perfect platform to support healthcare providers with payer and population health management strategies, regardless of whether they prefer original Medicare or Medicare Advantage.

About MedicareCompareUSA

As the nation’s leader in its space, MedicareCompareUSA currently supports more than 650 hospitals, health systems, physician groups and pharmacies from coast to coast who collectively care for more than 10% of the nation’s Medicare population. With its strong foundation and impressive track record, an increasing number of hospitals and doctors are looking to MedicareCompareUSA and its sister company, MCUSA Consulting, as an indispensable part of a proactive patient-communication and population-management strategy. For further information, visit <https://medicareondemand.com> and <https://medicarecompareusa.com>.

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