

Everest discontinues Plan to Lesser Plan Conversions and to announce commission changes.

Effective June 30, 2018, Everest will no longer accept any Plan to Lesser Plan application in the state of Missouri on a Guarantee Issue (GI) basis.

As you know, Everest previously discontinued “Internal” Plan to Lesser Plan GI conversions on June 1st.

A corporate decision has also been made to cease this unique sales offering for “External” GI conversions as well. Accordingly, these applications must be both signed and submitted no later than June 30th, whether E-App or Paper.

IMPORTANT: No “External” GI conversions will be processed with future requested effective dates on or after August 2, 2018. No exceptions will be made to this nor the June 30th cut-off date.

Many agents are aware the State of Missouri in general presents challenges to many carriers, making it difficult to consistently remain relevant in the Medicare supplement market.

Because of this, Everest is also taking steps to implement commission adjustments as well. We are currently working on revised commission schedules and will distribute these via email as soon as they are ready this week. The target date for the implementation of the revised commission schedules will be July 1, 2018.

We are aware agents plan their activity weeks ahead and as such, we apologize in advance for any inconvenience these changes may have on your scheduling.

Please be advised that the Missouri Guarantee Issue Checklist (GI Checklist) has been updated and is accessible on our supply website.

NOTE: As of July 1st, all Medicare supplement policyholders (internal or external) wishing to switch to a lesser plan (i.e., Plan F to Plan G) with Everest will be subject to underwriting.

Everest Insurance markets accident & health, property, casualty, specialty, and other lines of admitted and non-admitted direct insurance on behalf of Everest Re Group, Ltd., and its affiliated companies.