

FAQs

Agent Appointments & Commissions

Q. How and where do I go to begin selling Medicare Supplement through Quotit?

- A. First complete the registration form by clicking here ([Appoint Now](#)). Within 24-48 hours or less you will receive an email from Agent Automation. Click the link and complete the application to get appointed. Once you are appointed you will receive a welcome email with your writing number and instruction to our Agent Portal. Someone from the home office will reach out to you to make sure you have all the tools to start writing business.

Q. Is the appointment process 100% online?

- A. If you are appointing as an individual with your SSN, yes.
If you are appointing as a Corporation/EIN, no. You will have to complete a paper/pdf application which can still be submitted by email. Keep in mind that your Corporation/EIN must be licensed with your States DOI.

Q. Are there costs to be appointed to sell? If I am already appointed to sell Medicare Supplement with Globe Life, do I need to a separate appointment to sell other Globe Life products?

- A. Only if your State has an appointment processing fee. Some States don't have fees, you will see the cost if any if during the appointment application.
B. If you are appointed with Globe Life and Accident, you will need a separate appointment to offer United American Insurance products.

Q. How long does it take to get appointed?

- A. 24 hours to 5 business days on average.

Q. What are the timelines and dates to look out for?

- A. When selling Medicare Supplement insurance, they can be sold all year round. However Annual Enrollment Period is a very busy time of the year from October 15th to December 7th.

Q. How soon can I begin selling plans?

- A. As soon as you receive your writing number.

Q. Is there a deadline to pass AHIP to sell in 2023?

- A. Great News! AHIP is not required to sell Medicare Supplements.

Q. Is face to face training required?

- A. No.

Q. What identification number do I use to receive credit for a sale?

A. Agent writing number. It will be a letter and 5 numbers. Example A12345.

Q. What is my commission percentage?

A. Commission schedule will be sent once you are appointed.

Q. Are any plans non-Commissionable?

A. Some of our Disability Medicare Supplement Plans. Your commission schedule will outline the details as it can vary by State.

Q. When are Commissions paid?

A. We pay commissions weekly and on Fridays after a policy issues. For example, if the policy issues on a Wednesday you will get paid the following Friday.

Q. How will commissions be paid?

A. Direct Deposit or Paper Check. You decide while completing the application for appointment.

Q. Do I have to reach a minimum prior to my commissions being paid?

A. No.

Eligibility for Coverage**Q. Who is eligible for Medicare?**

A. Please see Medicare.gov.

Q. What Products does carrier offer?

A. Medicare Supplement Insurance is offered on Quotit. For information on other products contact Globe Life Broker Service 1-800-925-7355 Monday - Friday 7:45am – 5:30pm Central

Q. What States products offered in?

A. NC, PA, OH, IN, IL, TN, KY

Enrollment & Contacts**Q. How do I enroll my clients electronically?**

A. Use Quotit to quote and add plan of choice to the shopping cart, from here there are two options. 1. If client is ready to enroll into plan selected, agent can click enroll at the bottom of the page and will be redirected log into iGO® e-App portal where the agent can complete the application on behalf of the client. (Agent may need to enter

the primary applicant's email address if it is missing from the Contact page to record the step prior to be redirected)

- B.** If client is not ready to enroll, agent clicks on a proposal at the bottom of the cart and will be directed to the report page where the agent will have the ability to email the proposal to the client, a new window will appear where agent can add a personal message, click "Send Your Message" at the bottom of the page. When client receives email, they click on the proposal link and all the plans the agent selected will appear. From there, the client selects desired plans, clicks checkout and is be redirected to the agent's personalized landing page and will need to contact the agent to complete.

iGO® e-App, online enrollment tool can be found at <https://globelife.my.site.com/GAPortal> once the agent is appointed, they will have access to all 3 carriers within the General Agency Division. This link must be added to the Quotit iPro Online Application Setting Page:

- Log into your Quotit account <https://www.quotit.net>
- Go to the "Settings" Tab
- Select "Online Application Settings" under "Individual & Family: Agency Preferences"
- At the bottom of the page select the "Add" button.
- Select "State", "Product Type" and "Company Name"
- Enter - iGO® e-App link
- Enter Writing Number on file with the company (Example: A12345)
- Save and repeat steps above for every state licensed to sell.

Q. How do I submit paper applications, by fax, email?

- A. Paper applications must be submitted by fax or through the Mail.

Q. Do you have an overnight address to mail in applications?

- A. No.

Q. What forms of payment do you accept?

- A. Bank Draft or Paper Check. Keep in mind that if your client is paying with Paper Check you must Mail in the application and Check.

Q. Is there an enrollment fee?

- A. Yes. \$25 application fee.

Q. What is the contact number to broker support and hours of operations?

- A. 1-800-925-7355 Monday - Friday 7:45am – 5:30pm Central for questions related to using the Quotit platform, please call tech support at 866-478-6848 option 1, 1.
Hours are Monday – Friday 6am – 5 pm PT or email us at customer.support@quotit.com