



Humana can help you go virtual this AEP.

How to succeed virtually this AEP



OPPORTUNITY AWAITS

It's time to adapt and adopt. To learn new tools and reach new people. To work smarter, not harder. And Humana's here to help. It's a new digital world. Let's keep it personal, simple and caring for Agents—and members.



PRESENTATIONS GO VIRTUAL

Pivoting from in-person to virtual presentations takes planning and practice. We can help with both. Use our **job aid** to ace the dos and don'ts of virtual educational meetings. Learn how to conduct compliant and successful virtual meetings with our **webinars**.



ENROLLMENT TOOLS

We developed online enrollment tools to make your job easier, faster and simpler. And we continue to improve them with new digital features for capturing signatures and completing scope of appointments. You can now leverage digital marketing materials before a sales presentation not just after to send required sales materials in advance. You can even send them in Spanish. Humana makes it possible sell from anywhere with our online enrollment tools. Learn how in our **webinars**.



CONTENT TO COUNT ON

We'll be rolling out new content leading up to AEP on virtualizing your sales process from generating leads digitally with social media and referrals to best practices and checklists for virtual platforms, knowing what online enrollment tool to use when to post-enrollment strategies that work all year long. Stay tuned for articles, playbooks and webinars coming your way.



*How you work may have changed but what you do remains the same: helping people lead their healthiest, happiest lives. Learn how to transition from in-person meetings to digital via our new **educational resources**.*

Want more information or support?

Visit **[IgniteWithHumana.com](https://www.ignitewithhumana.com)**. Call the Agent Support Unit at **1-800-309-3163** or email **agentsupport@humana.com**. Go to **[ignitewithhumana.com/support/](https://www.ignitewithhumana.com/support/)** to find your local support team.

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