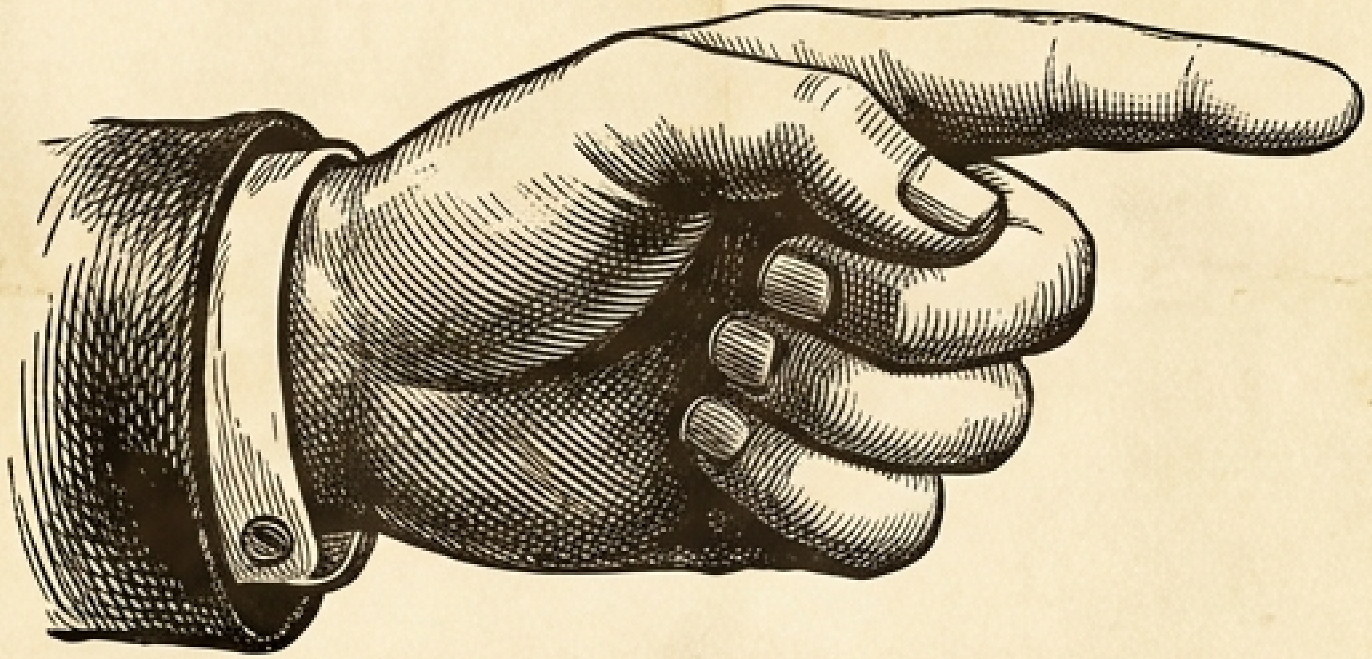
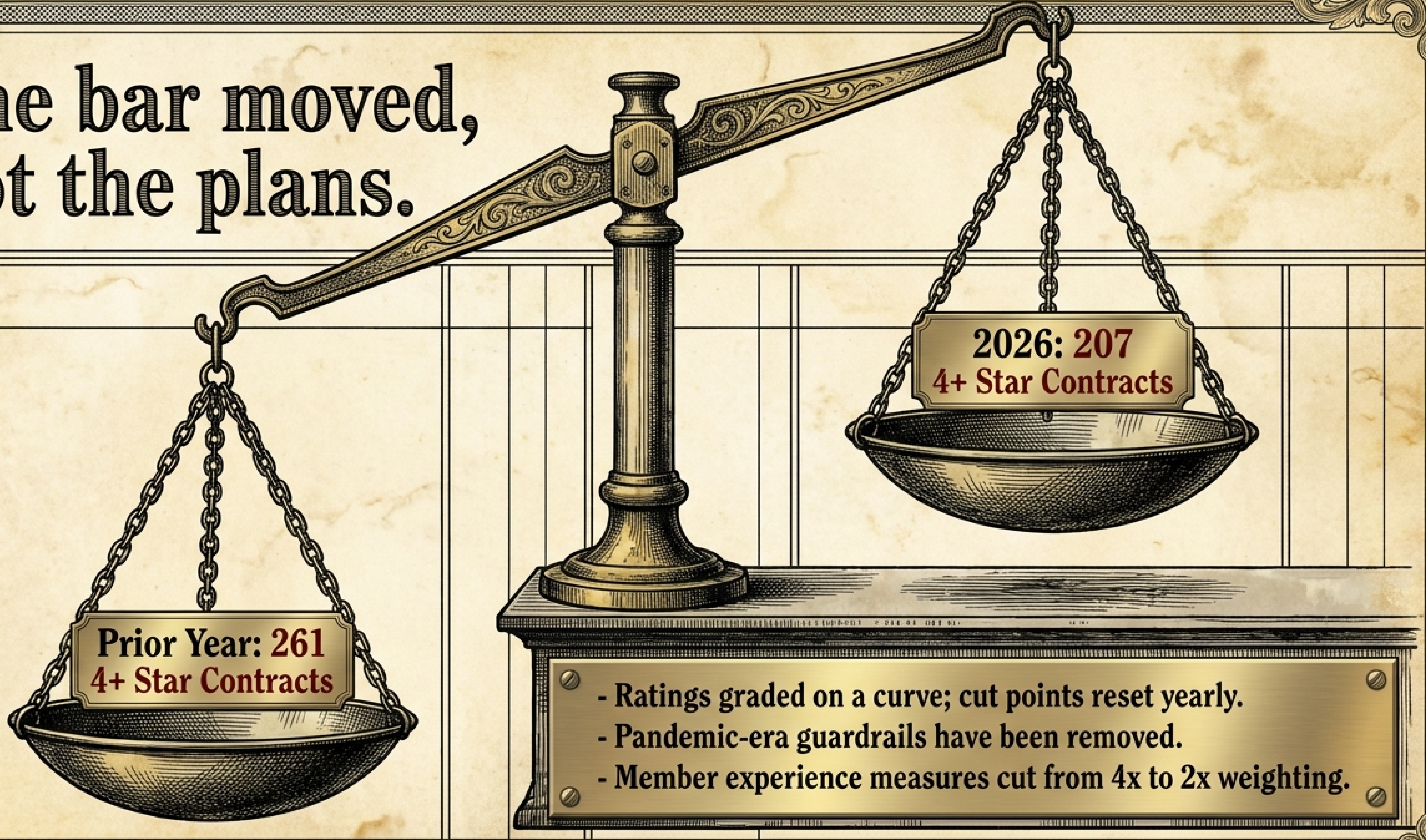
THE BAR JUST MOVED



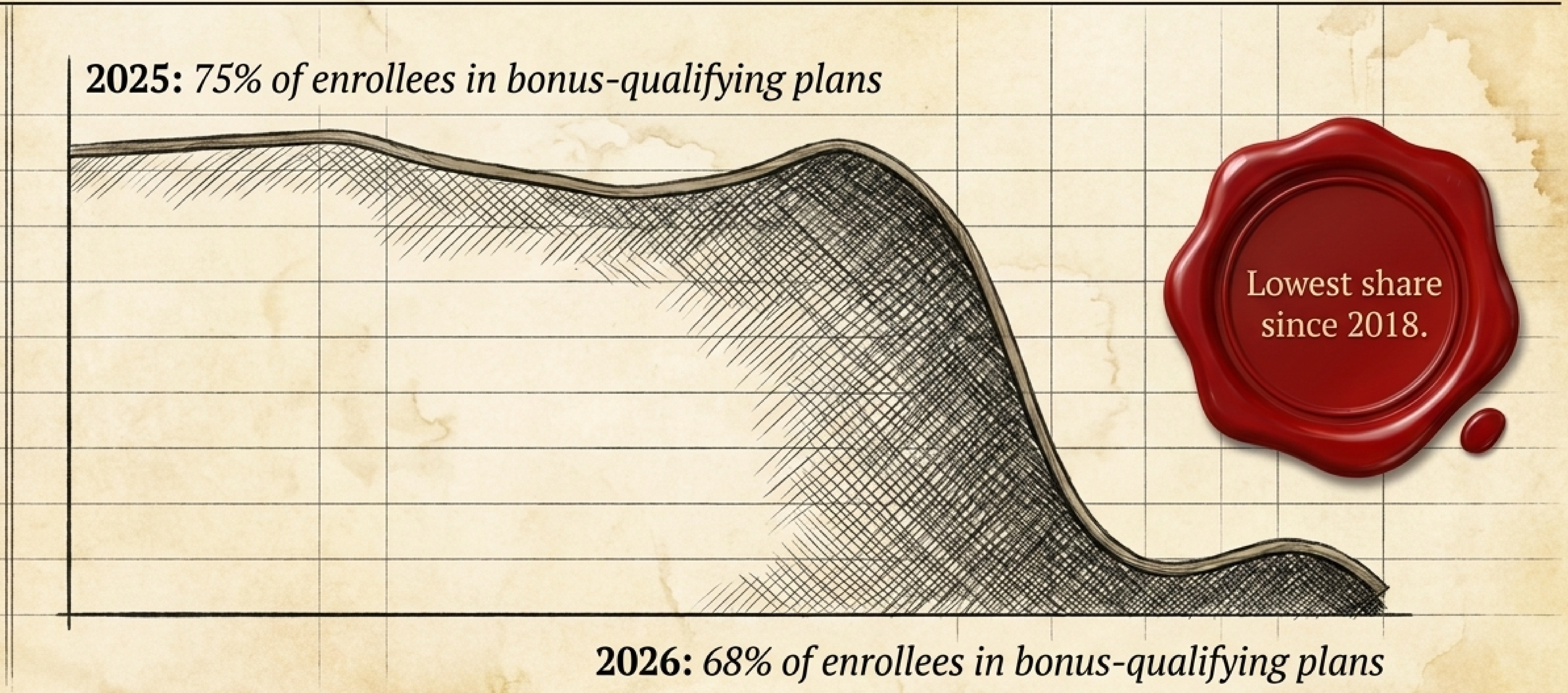
If a plan in your book loses its rating, will you be the one who explains it, or the one who gets blamed for it?

A briefing for The Insurance Producers Guild by PSM Brokerage.

The bar moved, not the plans.

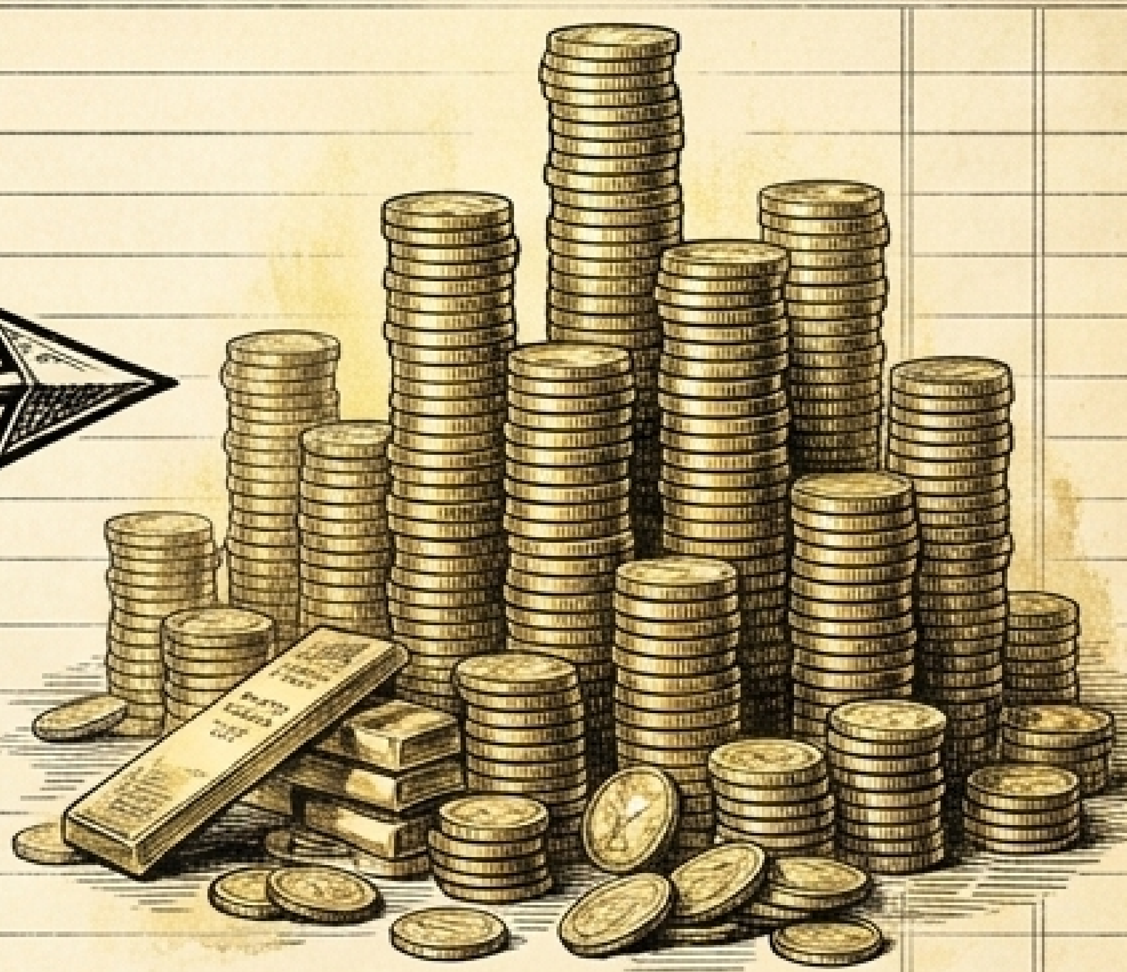


Fewer plans qualify.



Follow the money.

Fewer Winners.

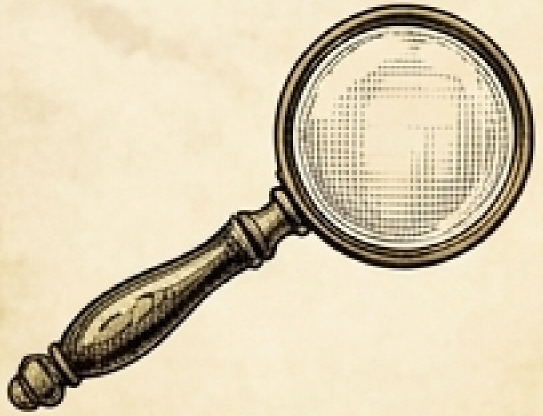


Bigger Pot. Bonus spending still rose from $12.7B to $13.4B.

**Dollars concentrate in plans that hold 4 Stars.
Those dollars fund the benefits clients chose.**

The ground is still moving.

Clover recalculated 3.5 to 4.5 stars after 20 measures were successfully excluded.



Elevance is suing CMS over $115 million in claimed lost bonuses with 5 contracts at issue.

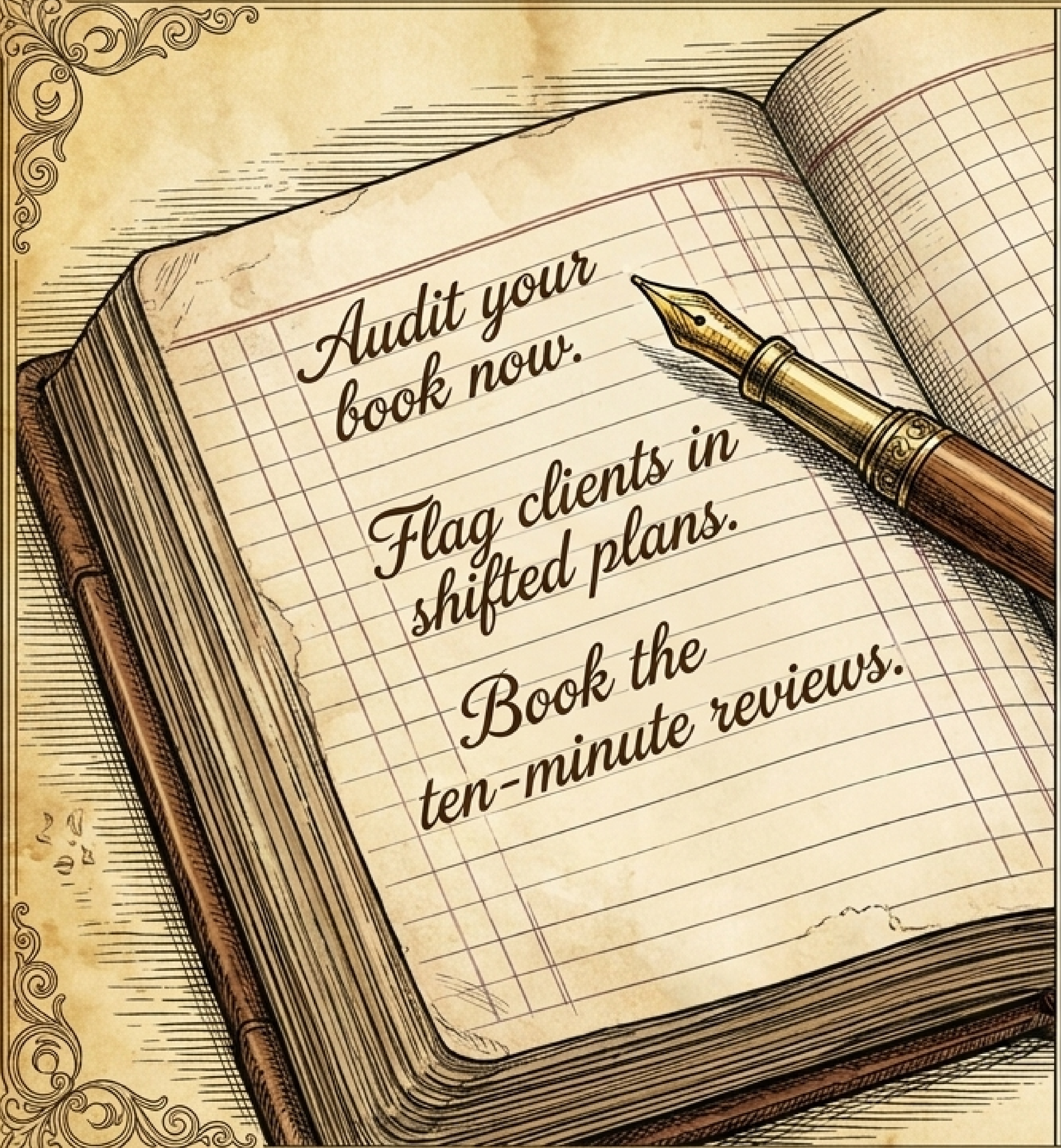
Notice: Ratings can change after first publication.

What you control is the relationship, not the cut points.

Reach the client first.

Proactive annual reviews

Proactive outreach cut disenrollment 2.7x in one plan's data



Not with PSM Brokerage yet? Talk to us about contracting.