

A client's plan can leave in January.



The agent who already has the appointment keeps the book.

600,000

Humana said 2027 MA exits will
affect about 600,000 members.



(Q2 earnings, July 29, 2026)

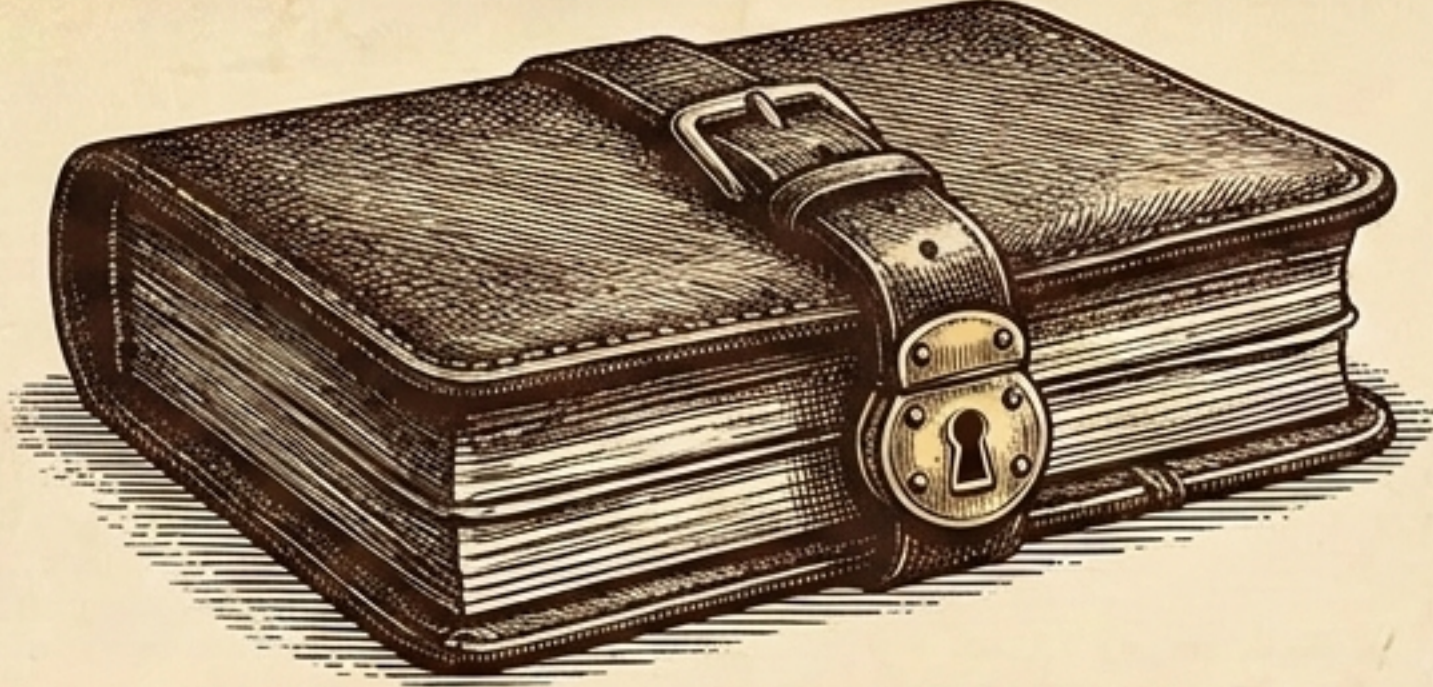
The recapture.



The company expects to keep just over 40 percent
in other Humana plans, similar to 2025.

That is a target, not a promise for any one client.

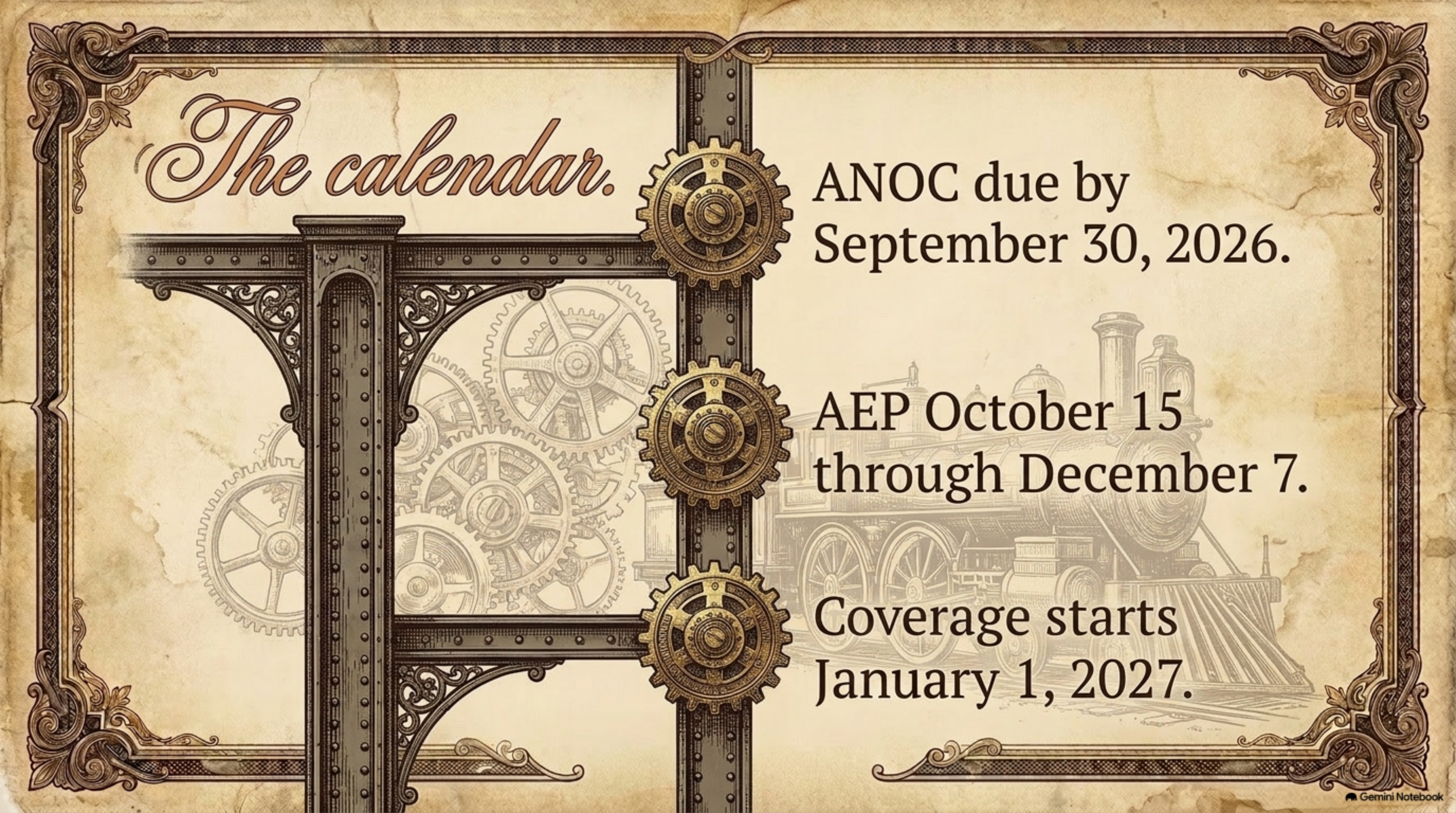
Every affected member still needs a 2027 decision.



What is not public yet.

Plan-level names were not released.

**Do not quote a 2027 plan
that is not on the landscape.**

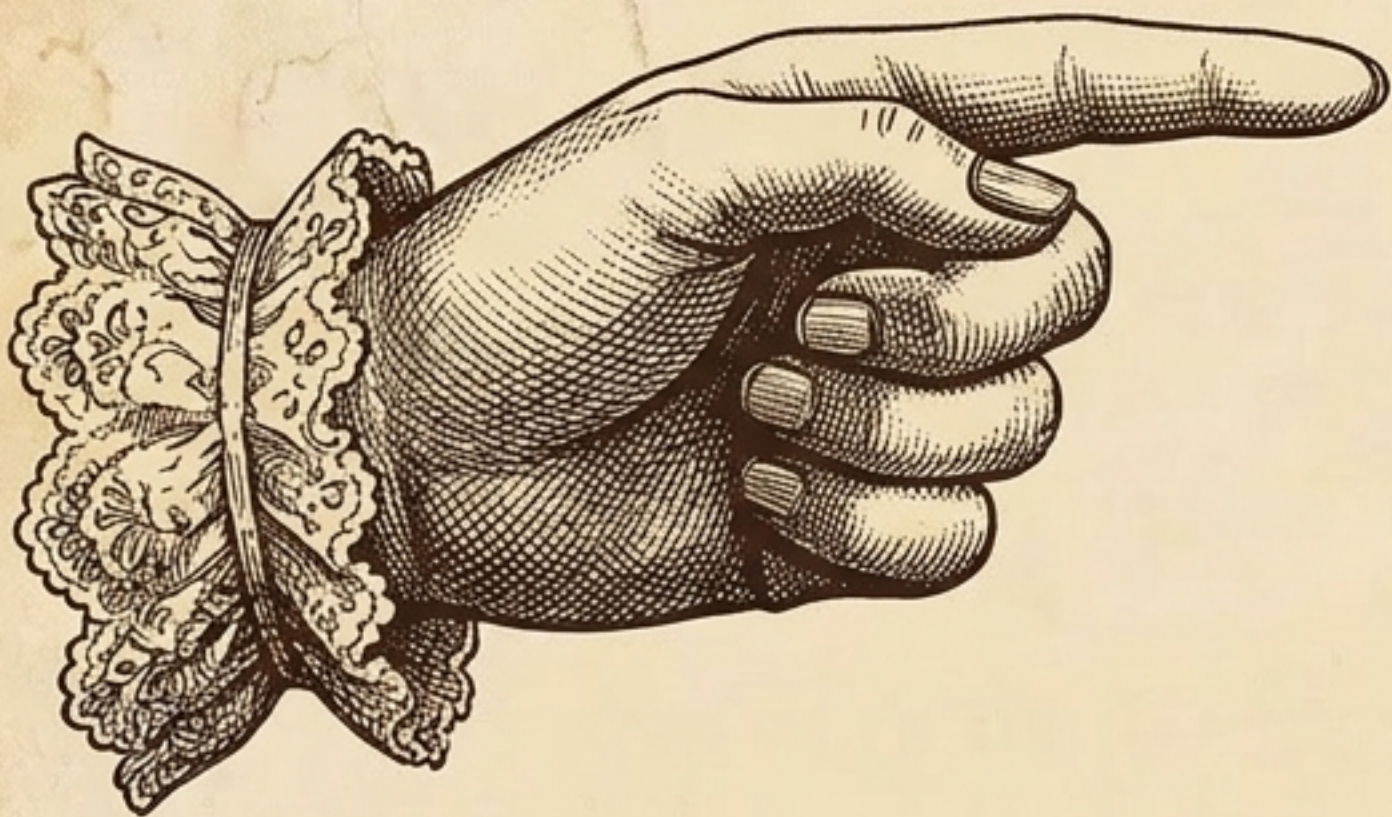
The image features a decorative border with a steampunk theme. On the left, a large, ornate metal frame is composed of dark, riveted beams. Three large, golden-brown gears are mounted vertically on the right side of this frame. The background is a light, aged parchment texture. Faint, detailed illustrations of various gears and a steam locomotive are visible in the background. The locomotive is positioned on the right side, partially obscured by the text.

The calendar.

ANOC due by
September 30, 2026.

AEP October 15
through December 7.

Coverage starts
January 1, 2027.



- ◆ Pull the Humana list this week.
- ◆ Book the letter-week review.

Produced by PSM Brokerage.
Talk to us about contracting.