LBA New Agent Guide

Step 1: Go to the BETTR site and get appointed. The link is: www.bettrincome.com

Be sure to use the agent code of the person that introduced you to BETTR!

Step 2. Log into Bettrincome.com. Go to GET APPOINTED located at the top of the page. Then scroll to the bottom under licensed partners and click on the LBA logo to start the appointment process. You will be emailed step by step to get going, including a special link to get a $50 discount on your AHIP making it only $125.

Be sure to use the agent code of the person that introduced you to BETTR! They MUST be signed up with LBA first or you cannot sign up, If the Person who referred you does not want to do Medicare use Agent Code: BBB001

Don't forget to sign up for the Legacy Benefits Alliance forum on the Bettr Page.

Go to: https://network.abettrlife.com on the left-hand side you will see channels… You may have to hit the hamburger (looks like three dashes atop of each other) select Legacy Benefits Alliance. (We post a lot of good info and training there) Bookmark that site.

Step 3. Go to https://sparkadvisors.notion.site/AHIP-Certifications-CE-credits-bb1857e4226d4f0a9cdfec4a80c3a608 to *start contracting with the Insurance companies you need. We recommend watching the short 5- minute video to answer questions you may have. If you are coming from another agency and are appointed with a carrier, select "Transfer" for each perspective carrier. If you are not appointed select "New"

- If you have not completed AHIP, it is required to sell any Medicare products. Go to the above link to receive a $50 discount and full instructions and resources for AHIP.

Step 4. Once you are appointed with the Insurance companies, you will need to go through their certification process. Once that is complete, you will be referred to as Ready to Sell or "RTS". You can reach out directly to each carrier. They have agent support that can walk you through on getting set up online and steps to complete the certifications quickly.

Step 5. Once appointed and RTS, send an email to CPT@legacybenefitsalliance.com.

We will reach out to you to schedule a marketing strategy meeting for you specifically and get you started and producing. We will go over our 7 lead systems and see which best fits your style of servicing Senior Medicare clients. Go to this link to look at all of our systems ahead of time, go to their websites, call them, talk to them, they can explain all the details and pricing. We have the perfect lead system for everyone! https://1drv.ms/b/s!ArYBA8S8DOCigolFKs0iYHXZ1wXueQ?e=fU2huA

Here are some helpful contacts in case you need help along the way.

Spark Advisors (They handle all Medicare Insurance contracting & Spark Platform for LBA

Phone (212) 847-0697

Ext 1. For Contracting

Ext 2 For Platform

Email: CPT@legacybenefitsalliance.com (Contracting, Platform, Training)

National Executive Trainer for LBA (Help with Medicare Training, Sales, or the Sales System)

Carl Judd

Phone (386) 747-7920

Email: carl@legacybenefitsalliance.com

Chief Executive Officer (Help with Recruiting and Building)

Gabriel Burgos

Email: Gabriel@legacybenefitsalliance.com

All other support should go through LBA support Chanel.

Email: support@legacybenefitsalliance.com

IMPORTANT COMMUNICATION RESOURCES:

LBA's Youtube channel is:

https://www.youtube.com/channel/UCBPMi1NyFoNHenRA59xoHyg

Here you will find previous Zoom trainings.

We recommend looking at the 4-page sales system as your first videos.

It is broken into 3 videos:

Page 1 (Medicare 101)

Page 2/3 (Looking at their Medicare costs)

Page 4 (Drug coverage)

LBA's Website is:

https://legacybenefits.poweredagency.com/

Look into Resources – Media – Making the Sale

There are plenty of printable materials to download and use for your presentations. (Including Pages 1-4 of the sales system. We recommend building a folder/portfolio with those to help you work with your client.

Mighty Networks App:

You can download this from either apple or play store to stay on top of current events.

Facebook Chat for LBA:

Seach Better Income and subscribe to the page. You will also be able to join the Legacy Benefits Questions messenger chat where you may ask questions and LBA team and Associates will answer questions on demand.

This forum is monitored by LBA and Spark Members as well as other LBA agents… Need a quick answer. This is a great place to start!