

MEDICARE SALES SENTINEL

SIMPLIFY SALES AGENT OVERSIGHT

SCORECARD DATA POINTS:

- Complaint trends
- Disciplinary actions
- Enrollment and disenrollment data
- Credentialing and certification data

TRACK AGENT PERFORMANCE BY:

- Plan overall
- Plan region
- Distribution channel
- Individual agent

MANY DEPARTMENTS,
ONE SCORECARD.

SEE THE WHOLE PICTURE,
SHOW THE WHOLE PICTURE.

HELP TAKE THE “SALES GUY”
OUT OF YOUR SALES FORCE.

SALES OVERSIGHT MATTERS

Medicare Sales Sentinel

With CMS sure to maintain their focus on agent conduct, plans must demonstrate adequate oversight of their ever-changing sales force.

Gorman Health Group's Sales Sentinel organizes your oversight data from multiple sources into one easy-to-use dashboard. Sales Sentinel will help you identify risks sooner and make decisions more quickly and decisively.

And it will ensure you can show CMS the highest level of attention to this critical issue. That's all the more important in an era when CMS is not only auditing performance, but also the oversight function within your plan itself.

Designed specifically to meet the needs of Medicare Advantage plans, the **Sales Sentinel** presents multiple layers of agent oversight data in context and on scorecards to create a clearer picture of each agent's full body of work.

From tracking agent complaints to gathering enrollment data, you need a tool that helps you get there before CMS does. **Sales Sentinel** is it.

Our web-based platform is fully customizable to help your team meet CMS' demands for ongoing oversight, immediate action and attestations of remediation across all levels of your organization.

To discuss how **Sales Sentinel** and GHG's full suite of agent oversight tools can help demonstrate your organization's commitment to compliance in this critical area, contact us today.

Contact us today at
ghg@gormanhealthgroup.com.



WHO WE ARE

Gorman Health Group (GHG) is a national health care and federal programs consultancy staffed by subject matter experts, former health plan executives and seasoned regulators.

For more than 15 years, hundreds of clients serving millions of health care consumers have leveraged GHG's strategic counsel and technology solutions to achieve growth objectives, maintain compliant operations, improve market position, advance profitability and serve beneficiaries.

Gorman Health Group's clients have one-stop access to expert advice, guidance, and support in every strategic and operational area in Medicare managed care and receive the highest levels of service available today.

Our mission is to improve the quality of health care offered to the nation's consumers. Learn more at gormanhealthgroup.com.

Contact us today at ghg@gormanhealthgroup.com.

GORMAN HEALTH GROUP

5335 Wisconsin Avenue, NW, Suite 340
Washington, DC 20015

P 202.364.8283 F 202.244.8324