

Bravo Billboard

January 2009

CENTER stage

Available Now! Enhanced Provider & Hospital Directory

Bravo's enhanced Online Provider and Hospital Directory offers members various search options for locating providers and hospitals. Plus, it's the ultimate sales tool!

Daily updates will ensure that our members and agents can access the most current provider and hospital lists. Search options include:

For providers

- | | | |
|------------------------------|----------------------------|----------------------------|
| 1. First Name | 7. Address of the Provider | 13. Phone Number |
| 2. Middle Initial | 8. Specific Distance | 14. Spoken Language |
| 3. Last Name | 9. City | 15. Board Certification |
| 4. Degree | 10. State | 16. Hospital Affiliation |
| 5. Specialty | 11. Zip Code | 17. Accepting New Patients |
| 6. Medical Group Affiliation | 12. County | |

For a hospital or facility

- | | | |
|------------------|--------------|------------------|
| 1. Facility Name | 2. Locations | 3. Accreditation |
|------------------|--------------|------------------|

Members and agents will be able to print a PDF of the results of their search similar to the actual printed copy of the Provider Directory. These enhanced features are a significant improvement in timeliness, access, and accuracy.



Spotlight on...

Randy Glisson
VP, Regional Sales

Welcome to the new guy on our team!

Leading the Mid-Atlantic Sales Distribution Channel—including both contracted and employed sales representatives—Randy will focus on ensuring that his region accomplishes its growth targets for 2009.

Randy came to us from Universal American. Prior to that, he was with United Healthcare, where he was a three time "Sales Manager of the Year". His 19 years of experience in coaching and developing Medicare sales reps will help lead Bravo's Mid-Atlantic Region to new sales heights!

Randy is a native Floridian, but he and his wife Victoria are looking forward to moving to the Baltimore area!

Bravo Randy!

Bravo barometer

Here are the final numbers for DECEMBER 2008 effective dates. Congratulations to our leaders! BRAVO for your selling efforts last month!



Top 15 Agents	<i>Goldstein, Temalea</i> 16	SGA's	
<i>Feggins, William L</i> 28	<i>Iglesias, Norma</i> 16	<i>El Paso Del Norte Advisors</i>	72
<i>Vicencio, Ivan</i> 27	<i>Longoria, Yvonne</i> 16	<i>AHIA</i>	41
<i>Pena, Fernando</i> 21	<i>Cooper, Jackqueline</i> 14	FMO's	
<i>Cunnane, John</i> 20	GA's	<i>Special Needs Plan</i>	452
<i>Montes, Clara</i> 20	<i>Norma Iglesias</i> 58	<i>Senior Financial Solutions</i>	232
<i>Rodriguez, Michael A</i> 20	<i>Cunnane Insurance</i> 41		
<i>Trevino, Jorge</i> 20	MGA's		
<i>De La Rosa, Isela</i> 18	<i>Joseph Acker</i> 23		
<i>Gonzales, Raymond</i> 17	<i>Ana Laura Casillas De Houle</i> 21		
<i>Gonzalez, Arthur</i> 17			
<i>Dominguez, Fernando</i> 16			

