

5 Reasons TO SELL MEDICAID COMPLIANT ANNUITIES

A Medicaid Compliant Annuity (MCA) is a powerful spend-down tool that converts assets into an income stream with zero cash value. When properly structured, an MCA allows your clients to accelerate their Medicaid eligibility while preserving what they have left.

1. A Crucial Solution for Clients in Crisis

Many individuals fail to plan ahead for their long-term care, and they believe they have to exhaust their life savings before they can qualify for benefits. Crisis planning with a Medicaid Compliant Annuity allows you to provide them with a solution to accelerate their eligibility for benefits while protecting their hard-earned assets.

2. New Referral Sources

By offering this revolutionary spend-down tool, you will be exposed to additional referral sources, allowing you to further grow your business. From elder law attorneys to nursing home staff to funeral directors, MCAs can provide a gateway into professional networks you may not have otherwise considered.

3. An Alternative When It's Too Late for LTCI

Although long-term care insurance is the most ideal option to cover these costs, many individuals wait until they are too old or too ill to qualify for a policy. When it's too late for LTCI, an MCA offers a great alternative to help your clients avoid losing their life savings paying the nursing home bill.

4. The Ability to Offer Wholistic Services

While you may already offer other senior market products, adding Medicaid Compliant Annuities to your business will round out your offerings. Then, you will truly have a solution for everyone, even those who are already in a facility.

5. Commission and Fee Opportunities

By selling MCAs, you have the opportunity to earn competitive commissions on annuities of 12 months or longer. Plus, fee structures are becoming a more common revenue source for agents. After all, offering an MCA provides your clients with an invaluable service that is saving them a lot of money.

Help clients in crisis accelerate their eligibility for benefits and protect their life savings with a Medicaid Compliant Annuity.

Ready to learn more?

Schedule a call with our team.
Scan the QR code or visit
[thekrauseagency.com/
schedule-mca](https://thekrauseagency.com/schedule-mca) to get started.



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