



Sales Support & Training

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2016 Strategic Priorities







CP12 Base Benefits

- Hospital Confinement
- Inpatient Drugs and Medicine
- Surgery; Anesthesia
- Bone Marrow and Stem Cell Transplants
- Second Opinion
- Physician's Attendance
- Private Duty Nursing Services
- Radiation/Chemotherapy; Medical Imaging; Anti-Nausea Drugs
- Blood, Plasma, Platelets; Hematological Drugs
- Ambulance
- Non-Local Transportation



Base Benefits

- Family Member Lodging/Transportation
- Outpatient Lodging
- Extended Care Facility
- Government or Charity Hospital
- Ambulatory Surgical Center
- New or Experimental Treatment
- Hospice Care
- Physical or Speech Therapy
- At Home Nursing
- Waiver of Premium
- Prosthesis



Base Benefits

- National Cancer Institute Evaluation
- Egg Harvesting / Storage



Riders

- Cancer and Specified Disease Additional Benefit
- Cancer Initial Diagnosis Level Benefit
- Cancer Initial Diagnosis Progressive Benefit
- Hospital Intensive Care
- Fixed Wellness Benefit
- Variable Wellness Benefit



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The features of the products presented in this training piece are for the majority of states. Refer to your state specific brochure or policy form for exact benefits, limitations, exclusions and other provisions applicable to the state of solicitation. You must know the specifics of the product for the state and present them accurately to each customer.

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