

## **Problem**

A large, regional health plan was in need of a team of 20 licensed sales agents to support Medicare open enrollment in a base + commission model. The team would work in a high-volume call center environment to qualify and enroll prospective members. The client required extensive qualification verification and multiple certifications.

## **Response**

Jacobson provided the client with a team of licensed resources who all met the considerable requirements. In addition to qualification verification, Jacobson facilitated interviews and the necessary two weeks of training as required by the client.

## **Solution**

The initial assignment was so successful, the client has continued to rely on Jacobson going on 7 years including 136 placements and counting. They have also chosen Jacobson as their exclusive vendor.

Sales/Marketing

# Enrollment Sales Support

### **Client Type:**

Insurance Organization

### **Project Scope:**

Annual Enrollment Support

### **Duration:**

7+ years

### **Team Size:**

136

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