



The Brokerage Resource
Insurance Marketing Organization

Where the Prospects Are for Medicare Sales



Current for 2020



The statistics in this guide show the entrenchment of Medicare Advantage plans in counties in each state. The higher the penetration, the less favorable the Medicare Supplement sales will be.

Focusing on the counties with a Medicare Advantage penetration of less than 50% is optimal for reaching prospects who would be most likely to purchase a Medicare Supplement plan.

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Alabama	Lamar	4,132	809	19.58%
Alabama	Marion	8,085	1,764	21.82%
Alabama	Franklin	7,358	1,611	21.89%
Alabama	Choctaw	4,049	895	22.10%
Alabama	Pickens	5,295	1,270	23.98%
Alabama	Hale	4,567	1,104	24.17%
Alabama	Cleburne	3,865	937	24.24%
Alabama	Covington	10,599	2,593	24.46%
Alabama	Wilcox	3,530	900	25.50%
Alabama	Conecuh	3,895	1,004	25.78%
Alabama	Fayette	5,376	1,395	25.95%
Alabama	Sumter	3,363	894	26.58%
Alabama	Coffee	11,861	3,232	27.25%
Alabama	Dale	12,021	3,287	27.34%
Alabama	Calhoun	29,590	8,165	27.59%
Alabama	Marshall	22,705	6,398	28.18%
Alabama	Marengo	6,014	1,704	28.33%
Alabama	Madison	71,211	20,468	28.74%
Alabama	Butler	5,295	1,558	29.42%
Alabama	Geneva	7,596	2,247	29.58%
Alabama	Colbert	15,039	4,463	29.68%
Alabama	Morgan	28,265	8,423	29.80%
Alabama	Jackson	14,107	4,212	29.86%
Alabama	Randolph	6,302	1,889	29.97%
Alabama	Washington	4,452	1,336	30.01%
Alabama	Lauderdale	23,487	7,140	30.40%
Alabama	Greene	2,506	764	30.49%
Alabama	Winston	6,770	2,128	31.43%
Alabama	DeKalb	16,885	5,319	31.50%
Alabama	Limestone	19,894	6,322	31.78%
Alabama	Lawrence	8,544	2,892	33.85%
Alabama	Russell	13,190	4,500	34.12%
Alabama	Chambers	9,671	3,301	34.13%
Alabama	Clay	3,985	1,374	34.48%
Alabama	Cherokee	7,940	2,746	34.58%
Alabama	Lee	26,854	9,416	35.06%
Alabama	Houston	26,222	9,284	35.41%
Alabama	Coosa	3,425	1,230	35.91%
Alabama	Crenshaw	3,909	1,416	36.22%
Alabama	Perry	2,869	1,045	36.42%

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		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Alabama	Tallapoosa	12,538	4,686	37.37%
Alabama	Escambia	9,474	3,595	37.95%
Alabama	Pike	6,996	2,681	38.32%
Alabama	Cullman	21,162	8,128	38.41%
Alabama	Monroe	5,670	2,180	38.45%
Alabama	Henry	5,330	2,115	39.68%
Alabama	Tuscaloosa	39,113	15,528	39.70%
Alabama	Barbour	6,919	2,813	40.66%
Alabama	Etowah	27,939	11,493	41.14%
Alabama	Elmore	19,115	7,883	41.24%
Alabama	Dallas	10,676	4,465	41.82%
Alabama	Bullock	2,608	1,093	41.91%
Alabama	Macon	5,226	2,224	42.56%
Alabama	Baldwin	58,507	24,988	42.71%
Alabama	Autauga	12,343	5,399	43.74%
Alabama	Shelby	41,956	18,396	43.85%
Alabama	Talladega	21,352	9,396	44.01%
Alabama	Clarke	6,916	3,114	45.03%
Alabama	Montgomery	46,935	21,406	45.61%
Alabama	Bibb	5,303	2,592	48.88%
Alabama	Walker	18,723	9,175	49.00%
Alabama	St. Clair	20,431	10,162	49.74%
Alabama	Blount	14,211	7,189	50.59%
Alabama	Jefferson	141,853	72,256	50.94%
Alabama	Chilton	10,332	5,627	54.46%
Alabama	Mobile	88,790	48,563	54.69%
Alabama	Lowndes	3,193	1,761	55.15%
Alaska	Juneau	5,695	25	0.44%
Alaska	Fairbanks North St	13,574	66	0.49%
Alaska	Valdez-Cordova	1,684	12	0.71%
Alaska	Ketchikan Gateway	2,813	22	0.78%
Alaska	Kodiak Island	1,858	16	0.86%
Alaska	Southeast Fairban	1,456	14	0.96%
Alaska	Anchorage	43,246	504	1.17%
Alaska	Matanuska-Susitna	16,647	243	1.46%
Alaska	Kenai Peninsula	13,227	274	2.07%
Arizona	Apache	14,172	1,051	7.42%
Arizona	Coconino	23,881	3,028	12.68%
Arizona	Greenlee	1,494	210	14.06%
Arizona	Gila	18,977	3,261	17.18%

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State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Arizona	La Paz	6,887	1,224	17.77%
Arizona	Navajo	27,063	4,882	18.04%
Arizona	Yuma	40,496	9,462	23.37%
Arizona	Yavapai	91,617	24,444	26.68%
Arizona	Cochise	35,915	10,004	27.85%
Arizona	Mohave	75,007	21,781	29.04%
Arizona	Graham	6,327	2,294	36.26%
Arizona	Pinal	94,419	35,234	37.32%
Arizona	Maricopa	756,964	308,284	40.73%
Arizona	Pima	246,303	111,797	45.39%
Arizona	Santa Cruz	10,956	5,398	49.27%
Arkansas	Ashley	5,497	778	14.15%
Arkansas	Bradley	2,737	406	14.83%
Arkansas	Stone	4,742	717	15.12%
Arkansas	Independence	9,440	1,431	15.16%
Arkansas	Arkansas	4,640	739	15.93%
Arkansas	Lafayette	1,995	321	16.09%
Arkansas	Columbia	5,565	899	16.15%
Arkansas	Clay	4,450	749	16.83%
Arkansas	Faulkner	22,030	3,741	16.98%
Arkansas	Sevier	3,217	554	17.22%
Arkansas	Drew	4,154	724	17.43%
Arkansas	Cleburne	8,984	1,589	17.69%
Arkansas	Cleveland	2,152	384	17.84%
Arkansas	Polk	5,910	1,064	18.00%
Arkansas	Howard	3,399	613	18.03%
Arkansas	Jackson	4,193	784	18.70%
Arkansas	Grant	4,331	811	18.73%
Arkansas	Prairie	2,402	460	19.15%
Arkansas	Pike	3,057	588	19.23%
Arkansas	Lincoln	2,693	522	19.38%
Arkansas	Union	10,195	1,987	19.49%
Arkansas	Desha	3,175	627	19.75%
Arkansas	Sharp	6,977	1,393	19.97%
Arkansas	Izard	4,684	940	20.07%
Arkansas	White	18,196	3,661	20.12%
Arkansas	Calhoun	1,347	279	20.71%
Arkansas	Chicot	2,924	609	20.83%
Arkansas	Perry	3,078	641	20.83%
Arkansas	Little River	3,430	724	21.11%

Medicare Supplement Prospecting Guide

Med Supp Sales

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Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Arkansas	Saline	29,111	6,166	21.18%
Arkansas	Montgomery	2,875	616	21.43%
Arkansas	Craighead	20,653	4,433	21.46%
Arkansas	Lonoke	14,852	3,212	21.63%
Arkansas	Miller	9,823	2,129	21.67%
Arkansas	Woodruff	2,001	434	21.69%
Arkansas	Conway	5,649	1,237	21.90%
Arkansas	Newton	2,804	616	21.97%
Arkansas	Van Buren	5,846	1,322	22.61%
Arkansas	Monroe	2,194	498	22.70%
Arkansas	Nevada	2,408	551	22.88%
Arkansas	Yell	5,275	1,210	22.94%
Arkansas	Pulaski	84,851	19,865	23.41%
Arkansas	Greene	10,408	2,444	23.48%
Arkansas	Cross	4,329	1,022	23.61%
Arkansas	Fulton	4,232	1,007	23.79%
Arkansas	Crittenden	10,039	2,398	23.89%
Arkansas	Hot Spring	8,672	2,083	24.02%
Arkansas	Clark	5,031	1,218	24.21%
Arkansas	Lawrence	4,816	1,177	24.44%
Arkansas	Hempstead	5,143	1,268	24.65%
Arkansas	Searcy	2,881	727	25.23%
Arkansas	Pope	13,985	3,541	25.32%
Arkansas	Boone	11,262	2,870	25.48%
Arkansas	Washington	37,812	9,855	26.06%
Arkansas	Garland	32,349	8,448	26.12%
Arkansas	Randolph	5,033	1,337	26.56%
Arkansas	St. Francis	5,487	1,464	26.68%
Arkansas	Jefferson	16,832	4,493	26.69%
Arkansas	Dallas	2,121	567	26.73%
Arkansas	Mississippi	9,280	2,486	26.79%
Arkansas	Phillips	4,725	1,310	27.72%
Arkansas	Logan	6,296	1,758	27.92%
Arkansas	Baxter	16,739	4,732	28.27%
Arkansas	Ouachita	6,709	1,904	28.38%
Arkansas	Poinsett	6,330	1,807	28.55%
Arkansas	Marion	6,180	1,766	28.58%
Arkansas	Johnson	6,402	1,841	28.76%
Arkansas	Scott	2,938	861	29.31%
Arkansas	Franklin	4,761	1,469	30.85%

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State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Arkansas	Lee	2,222	694	31.23%
Arkansas	Carroll	8,393	2,660	31.69%
Arkansas	Sebastian	29,094	9,348	32.13%
Arkansas	Benton	47,837	15,885	33.21%
Arkansas	Madison	4,421	1,577	35.67%
Arkansas	Crawford	15,125	5,664	37.45%
California	Siskiyou	15,052	215	1.43%
California	Lassen	6,015	90	1.50%
California	Tehama	16,940	267	1.58%
California	Del Norte	7,063	113	1.60%
California	Shasta	52,638	851	1.62%
California	Modoc	2,861	48	1.68%
California	Trinity	4,117	74	1.80%
California	Inyo	5,211	145	2.78%
California	Sutter	19,630	561	2.86%
California	Mono	2,292	67	2.92%
California	Sierra	1,060	32	3.02%
California	Butte	55,813	1,717	3.08%
California	Humboldt	31,593	1,015	3.21%
California	Lake	19,626	658	3.35%
California	Glenn	6,456	224	3.47%
California	Plumas	7,148	259	3.62%
California	Colusa	4,144	156	3.76%
California	Tuolumne	17,610	724	4.11%
California	Calaveras	15,033	707	4.70%
California	Mariposa	5,582	307	5.50%
California	Mendocino	25,464	1,714	6.73%
California	Yuba	14,817	1,024	6.91%
California	Monterey	70,863	5,664	7.99%
California	San Benito	9,923	1,006	10.14%
California	Merced	40,146	4,373	10.89%
California	Santa Cruz	55,723	6,106	10.96%
California	Nevada	33,262	4,501	13.53%
California	San Luis Obispo	70,215	10,229	14.57%
California	Santa Barbara	82,577	12,290	14.88%
California	Amador	12,761	2,391	18.74%
California	Imperial	34,280	6,538	19.07%
California	Tulare	67,726	12,975	19.16%
California	Kings	18,986	3,700	19.49%
California	El Dorado	50,445	15,589	30.90%

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State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
California	Madera	27,506	8,770	31.88%
California	Fresno	151,753	49,080	32.34%
California	Ventura	162,710	53,332	32.78%
California	Napa	32,795	11,476	34.99%
California	Kern	128,471	47,371	36.87%
California	Marin	64,042	24,116	37.66%
California	San Joaquin	122,305	46,997	38.43%
California	San Francisco	158,720	61,972	39.04%
California	Yolo	35,211	14,097	40.04%
California	Alameda	266,875	107,903	40.43%
California	Solano	88,190	36,026	40.85%
California	Santa Clara	293,051	120,472	41.11%
California	San Mateo	138,441	57,949	41.86%
California	Sonoma	115,720	50,217	43.40%
California	Stanislaus	94,744	41,819	44.14%
California	Contra Costa	217,112	97,051	44.70%
California	Placer	94,008	42,031	44.71%
California	San Diego	572,720	262,264	45.79%
California	Sacramento	282,248	133,055	47.14%
California	Los Angeles	1597994	764,220	47.82%
California	Orange	546,956	263,601	48.19%
California	Riverside	418,935	222,512	53.11%
California	San Bernardino	331,531	183,431	55.33%
Colorado	Bent	1,271	60	4.72%
Colorado	Baca	1,034	50	4.84%
Colorado	Pitkin	3,505	181	5.16%
Colorado	Kiowa	359	20	5.57%
Colorado	Washington	1,221	71	5.81%
Colorado	Yuma	2,085	132	6.33%
Colorado	Phillips	1,080	69	6.39%
Colorado	Sedgwick	779	51	6.55%
Colorado	San Juan	195	13	6.67%
Colorado	Eagle	7,162	480	6.70%
Colorado	Prowers	2,732	202	7.39%
Colorado	Kit Carson	1,662	132	7.94%
Colorado	Moffat	2,661	223	8.38%
Colorado	Jackson	374	32	8.56%
Colorado	Lincoln	1,192	102	8.56%
Colorado	Cheyenne	427	38	8.90%
Colorado	San Miguel	1,297	116	8.94%

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State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Colorado	Hinsdale	289	27	9.34%
Colorado	Gunnison	2,910	299	10.27%
Colorado	Routt	4,632	481	10.38%
Colorado	Garfield	10,063	1,067	10.60%
Colorado	Dolores	628	68	10.83%
Colorado	Lake	1,214	132	10.87%
Colorado	Summit	4,476	509	11.37%
Colorado	Ouray	1,668	216	12.95%
Colorado	Saguache	1,612	211	13.09%
Colorado	Rio Blanco	1,318	188	14.26%
Colorado	Morgan	5,588	802	14.35%
Colorado	Mineral	340	50	14.71%
Colorado	La Plata	12,380	1,848	14.93%
Colorado	Grand	3,184	478	15.01%
Colorado	Archuleta	4,604	692	15.03%
Colorado	Montezuma	7,449	1,184	15.89%
Colorado	Crowley	1,004	161	16.04%
Colorado	Rio Grande	3,688	656	17.79%
Colorado	Logan	4,624	838	18.12%
Colorado	Huerfano	2,829	544	19.23%
Colorado	Custer	2,099	420	20.01%
Colorado	Chaffee	6,248	1,255	20.09%
Colorado	Otero	5,158	1,048	20.32%
Colorado	Costilla	1,428	311	21.78%
Colorado	Las Animas	4,743	1,055	22.24%
Colorado	Park	4,539	1,027	22.63%
Colorado	Alamosa	3,386	785	23.18%
Colorado	Montrose	12,398	2,965	23.92%
Colorado	Delta	10,247	2,620	25.57%
Colorado	Conejos	2,113	554	26.22%
Colorado	Clear Creek	2,291	637	27.80%
Colorado	Elbert	5,640	1,631	28.92%
Colorado	Gilpin	1,288	373	28.96%
Colorado	Mesa	37,424	11,669	31.18%
Colorado	Teller	7,798	2,536	32.52%
Colorado	El Paso	121,347	40,684	33.53%
Colorado	Larimer	69,731	24,545	35.20%
Colorado	Weld	50,239	18,724	37.27%
Colorado	Fremont	13,951	5,229	37.48%
Colorado	Boulder	58,977	22,422	38.02%

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State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Colorado	Douglas	53,244	20,677	38.83%
Colorado	Arapahoe	109,480	44,965	41.07%
Colorado	Broomfield	13,253	5,578	42.09%
Colorado	Pueblo	41,784	18,106	43.33%
Colorado	Denver	106,827	48,465	45.37%
Colorado	Adams	72,706	34,558	47.53%
Colorado	Jefferson	121,439	60,776	50.05%
Connecticut	Fairfield	170,583	51,776	30.35%
Connecticut	New London	60,423	20,079	33.23%
Connecticut	Litchfield	46,135	16,428	35.61%
Connecticut	Windham	25,550	9,840	38.51%
Connecticut	New Haven	177,773	73,920	41.58%
Connecticut	Middlesex	39,834	17,396	43.67%
Connecticut	Hartford	185,410	85,656	46.20%
Connecticut	Tolland	30,002	13,934	46.44%
Delaware	Sussex	76,738	9,402	12.25%
Delaware	Kent	40,366	5,924	14.68%
Delaware	New Castle	107,960	18,994	17.59%
Florida	Monroe	20,899	2,225	10.65%
Florida	Okaloosa	46,519	8,471	18.21%
Florida	Bay	43,208	9,922	22.96%
Florida	Gulf	4,447	1,049	23.59%
Florida	Alachua	49,277	11,833	24.01%
Florida	Collier	112,164	27,310	24.35%
Florida	Lafayette	1,575	385	24.44%
Florida	Holmes	5,385	1,333	24.75%
Florida	Walton	18,520	4,882	26.36%
Florida	Washington	6,312	1,670	26.46%
Florida	Jackson	12,292	3,270	26.60%
Florida	Clay	48,249	12,878	26.69%
Florida	Taylor	5,459	1,469	26.91%
Florida	St. Johns	63,171	17,009	26.93%
Florida	Union	2,433	662	27.21%
Florida	Indian River	58,409	15,976	27.35%
Florida	Hamilton	3,259	894	27.43%
Florida	Gilchrist	4,594	1,262	27.47%
Florida	Suwannee	12,483	3,437	27.53%
Florida	Martin	52,815	14,611	27.66%
Florida	Baker	5,470	1,529	27.95%
Florida	Sarasota	160,668	46,510	28.95%

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State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Florida	Nassau	24,261	7,031	28.98%
Florida	Columbia	18,024	5,356	29.72%
Florida	Hendry	6,823	2,031	29.77%
Florida	DeSoto	8,300	2,534	30.53%
Florida	Santa Rosa	39,427	12,055	30.58%
Florida	Bradford	6,446	1,979	30.70%
Florida	Madison	4,868	1,532	31.47%
Florida	Glades	3,267	1,039	31.80%
Florida	Franklin	3,504	1,118	31.91%
Florida	Escambia	76,573	24,737	32.31%
Florida	Levy	13,633	4,505	33.04%
Florida	Lee	217,915	72,636	33.33%
Florida	Dixie	4,689	1,573	33.55%
Florida	Hardee	5,037	1,697	33.69%
Florida	Charlotte	78,274	26,842	34.29%
Florida	Manatee	114,230	39,615	34.68%
Florida	Calhoun	3,242	1,137	35.07%
Florida	Highlands	37,709	13,275	35.20%
Florida	Putnam	21,919	7,929	36.17%
Florida	Okeechobee	9,735	3,536	36.32%
Florida	Palm Beach	354,451	131,408	37.07%
Florida	Lake	117,984	43,986	37.28%
Florida	Duval	179,916	67,519	37.53%
Florida	Citrus	65,344	24,691	37.79%
Florida	Brevard	169,976	64,772	38.11%
Florida	Sumter	83,110	32,687	39.33%
Florida	St. Lucie	89,280	35,216	39.44%
Florida	Seminole	91,882	36,315	39.52%
Florida	Flagler	42,503	17,230	40.54%
Florida	Liberty	1,516	654	43.14%
Florida	Marion	130,150	56,794	43.64%
Florida	Orange	214,872	96,947	45.12%
Florida	Jefferson	4,000	1,825	45.63%
Florida	Pinellas	270,827	125,003	46.16%
Florida	Leon	49,596	23,115	46.61%
Florida	Hillsborough	261,905	123,335	47.09%
Florida	Volusia	163,613	77,221	47.20%
Florida	Wakulla	6,940	3,358	48.39%
Florida	Polk	174,360	86,973	49.88%
Florida	Hernando	66,562	33,969	51.03%

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Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Florida	Pasco	150,718	77,098	51.15%
Florida	Broward	361,032	187,678	51.98%
Florida	Gadsden	11,283	5,945	52.69%
Florida	Osceola	71,985	38,260	53.15%
Florida	Miami-Dade	501,526	332,074	66.21%
Georgia	Whitfield	18,792	3,809	20.27%
Georgia	Murray	8,430	1,970	23.37%
Georgia	Houston	27,877	6,878	24.67%
Georgia	Rabun	5,733	1,458	25.43%
Georgia	Camden	10,003	2,545	25.44%
Georgia	Lowndes	20,487	5,261	25.68%
Georgia	Bleckley	2,908	748	25.72%
Georgia	Long	2,082	566	27.19%
Georgia	Fannin	9,150	2,539	27.75%
Georgia	Gilmer	9,709	2,721	28.03%
Georgia	Lanier	1,871	526	28.11%
Georgia	Miller	1,560	447	28.65%
Georgia	Columbia	26,104	7,543	28.90%
Georgia	Glascocock	670	194	28.96%
Georgia	Oconee	7,865	2,279	28.98%
Georgia	Liberty	8,562	2,495	29.14%
Georgia	Lumpkin	7,358	2,149	29.21%
Georgia	Gordon	11,621	3,413	29.37%
Georgia	Glynn	20,830	6,127	29.41%
Georgia	Seminole	2,506	739	29.49%
Georgia	Towns	5,519	1,628	29.50%
Georgia	Charlton	2,328	689	29.60%
Georgia	Pulaski	2,354	698	29.65%
Georgia	Union	9,840	2,925	29.73%
Georgia	Harris	7,972	2,396	30.06%
Georgia	Greene	6,599	1,990	30.16%
Georgia	Brantley	3,887	1,173	30.18%
Georgia	Berrien	4,252	1,284	30.20%
Georgia	Pierce	4,592	1,398	30.44%
Georgia	Jeff Davis	3,075	938	30.50%
Georgia	Catoosa	15,257	4,663	30.56%
Georgia	Pickens	10,478	3,208	30.62%
Georgia	Dawson	5,943	1,832	30.83%
Georgia	Echols	614	191	31.11%
Georgia	Cook	3,917	1,223	31.22%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Georgia	Dodge	4,519	1,412	31.25%
Georgia	Dade	4,023	1,261	31.34%
Georgia	Lee	5,444	1,728	31.74%
Georgia	Floyd	22,180	7,068	31.87%
Georgia	Fayette	26,240	8,375	31.92%
Georgia	Peach	6,379	2,043	32.03%
Georgia	Walker	16,462	5,277	32.06%
Georgia	Clinch	1,613	523	32.42%
Georgia	Decatur	6,240	2,028	32.50%
Georgia	Hart	7,136	2,336	32.74%
Georgia	Brooks	4,325	1,417	32.76%
Georgia	Bulloch	11,596	3,810	32.86%
Georgia	Hall	40,173	13,253	32.99%
Georgia	Toombs	6,294	2,083	33.10%
Georgia	Ware	8,969	2,970	33.11%
Georgia	Grady	5,900	1,957	33.17%
Georgia	Putnam	6,556	2,184	33.31%
Georgia	Cobb	117,936	39,370	33.38%
Georgia	Wayne	6,537	2,185	33.43%
Georgia	Thomas	11,561	3,866	33.44%
Georgia	Irwin	2,289	766	33.46%
Georgia	Clarke	19,405	6,501	33.50%
Georgia	Bryan	6,616	2,219	33.54%
Georgia	Telfair	2,677	900	33.62%
Georgia	Colquitt	10,054	3,386	33.68%
Georgia	Wilcox	1,852	627	33.86%
Georgia	Forsyth	34,794	11,788	33.88%
Georgia	Bacon	2,408	818	33.97%
Georgia	Stephens	7,455	2,535	34.00%
Georgia	Banks	4,322	1,472	34.06%
Georgia	Monroe	6,781	2,310	34.07%
Georgia	Troup	14,211	4,845	34.09%
Georgia	Dooly	2,698	931	34.51%
Georgia	Cherokee	46,513	16,080	34.57%
Georgia	Chattahoochee	735	255	34.69%
Georgia	Calhoun	1,353	470	34.74%
Georgia	Jackson	14,958	5,204	34.79%
Georgia	Franklin	6,222	2,174	34.94%
Georgia	Effingham	10,351	3,621	34.98%
Georgia	Wilkinson	2,605	913	35.05%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Georgia	Montgomery	2,009	705	35.09%
Georgia	Polk	9,643	3,396	35.22%
Georgia	Bartow	20,767	7,329	35.29%
Georgia	Appling	4,072	1,441	35.39%
Georgia	Early	2,634	935	35.50%
Georgia	Paulding	24,887	8,837	35.51%
Georgia	Pike	4,084	1,451	35.53%
Georgia	Muscogee	38,365	13,639	35.55%
Georgia	Laurens	11,620	4,132	35.56%
Georgia	Haralson	6,925	2,477	35.77%
Georgia	Wilkes	2,919	1,046	35.83%
Georgia	Tift	8,374	3,019	36.05%
Georgia	Worth	4,794	1,728	36.05%
Georgia	Wheeler	1,280	464	36.25%
Georgia	Oglethorpe	3,642	1,322	36.30%
Georgia	White	8,188	2,977	36.36%
Georgia	Carroll	23,171	8,436	36.41%
Georgia	Coffee	7,802	2,854	36.58%
Georgia	Tattnall	4,520	1,655	36.62%
Georgia	Coweta	25,954	9,506	36.63%
Georgia	Atkinson	1,512	561	37.10%
Georgia	Jasper	3,422	1,271	37.14%
Georgia	Madison	7,103	2,648	37.28%
Georgia	Barrow	14,875	5,557	37.36%
Georgia	Quitman	842	315	37.41%
Georgia	Fulton	157,469	59,677	37.90%
Georgia	Habersham	10,675	4,047	37.91%
Georgia	Schley	902	342	37.92%
Georgia	Marion	1,815	690	38.02%
Georgia	Walton	19,352	7,362	38.04%
Georgia	Jefferson	4,186	1,596	38.13%
Georgia	Candler	2,615	1,003	38.36%
Georgia	Emanuel	5,367	2,063	38.44%
Georgia	Evans	2,337	900	38.51%
Georgia	Douglas	24,155	9,326	38.61%
Georgia	Lincoln	2,301	889	38.64%
Georgia	McIntosh	3,527	1,363	38.64%
Georgia	Heard	2,514	972	38.66%
Georgia	Clay	866	335	38.68%
Georgia	Elbert	5,514	2,142	38.85%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Georgia	Mitchell	4,947	1,926	38.93%
Georgia	Gwinnett	122,849	47,890	38.98%
Georgia	Ben Hill	4,178	1,631	39.04%
Georgia	Chatham	55,065	21,516	39.07%
Georgia	Morgan	5,053	1,978	39.15%
Georgia	Webster	638	250	39.18%
Georgia	Chattooga	6,097	2,395	39.28%
Georgia	Bibb	33,934	13,338	39.31%
Georgia	Richmond	40,724	16,120	39.58%
Georgia	Crawford	3,021	1,196	39.59%
Georgia	Dougherty	19,203	7,621	39.69%
Georgia	Johnson	2,045	816	39.90%
Georgia	Henry	38,956	15,666	40.21%
Georgia	Taylor	1,995	805	40.35%
Georgia	Jones	6,355	2,568	40.41%
Georgia	Screven	3,556	1,443	40.58%
Georgia	Twiggs	2,668	1,086	40.70%
Georgia	Spalding	16,611	6,798	40.92%
Georgia	Lamar	4,458	1,827	40.98%
Georgia	Jenkins	1,912	794	41.53%
Georgia	Baker	804	334	41.54%
Georgia	Crisp	4,875	2,030	41.64%
Georgia	Rockdale	18,366	7,650	41.65%
Georgia	Newton	21,103	8,860	41.98%
Georgia	Taliaferro	563	238	42.27%
Georgia	Treutlen	1,529	647	42.32%
Georgia	DeKalb	120,204	50,881	42.33%
Georgia	Randolph	1,767	752	42.56%
Georgia	Burke	5,220	2,229	42.70%
Georgia	Macon	2,782	1,189	42.74%
Georgia	Butts	5,371	2,307	42.95%
Georgia	Washington	4,829	2,104	43.57%
Georgia	Sumter	6,659	2,911	43.72%
Georgia	Clayton	43,525	19,114	43.91%
Georgia	Upton	7,131	3,150	44.17%
Georgia	Baldwin	9,770	4,326	44.28%
Georgia	Terrell	2,457	1,093	44.49%
Georgia	Turner	2,148	957	44.55%
Georgia	Talbot	1,819	818	44.97%
Georgia	Warren	1,572	707	44.97%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Georgia	Meriwether	5,772	2,621	45.41%
Georgia	Hancock	2,571	1,186	46.13%
Georgia	Stewart	1,173	565	48.17%
Georgia	McDuffie	5,258	2,534	48.19%
Guam	Pending County District	18,610	27	0.15%
Hawaii	Hawaii	48,840	15,519	31.78%
Hawaii	Kauai	16,689	6,356	38.08%
Hawaii	Maui	33,317	15,498	46.52%
Hawaii	Honolulu	192,918	90,208	46.76%
Idaho	Shoshone	4,232	34	0.80%
Idaho	Lewis	2,280	22	0.96%
Idaho	Custer	1,502	15	1.00%
Idaho	Benewah	3,014	36	1.19%
Idaho	Idaho	5,443	68	1.25%
Idaho	Lemhi	2,895	40	1.38%
Idaho	Clearwater	3,169	46	1.45%
Idaho	Caribou	1,496	30	2.01%
Idaho	Bear Lake	1,614	42	2.60%
Idaho	Teton	1,739	47	2.70%
Idaho	Latah	7,202	747	10.37%
Idaho	Franklin	2,479	289	11.66%
Idaho	Camas	289	43	14.88%
Idaho	Lincoln	1,160	178	15.34%
Idaho	Blaine	5,466	846	15.48%
Idaho	Fremont	2,901	452	15.58%
Idaho	Adams	1,555	272	17.49%
Idaho	Jefferson	4,673	896	19.17%
Idaho	Cassia	4,506	897	19.91%
Idaho	Madison	3,547	725	20.44%
Idaho	Elmore	5,215	1,073	20.58%
Idaho	Power	1,562	326	20.87%
Idaho	Nez Perce	11,210	2,446	21.82%
Idaho	Clark	148	33	22.30%
Idaho	Bingham	8,926	1,991	22.31%
Idaho	Gooding	3,399	760	22.36%
Idaho	Minidoka	4,235	1,011	23.87%
Idaho	Bonneville	20,619	4,946	23.99%
Idaho	Valley	3,464	847	24.45%
Idaho	Washington	3,381	827	24.46%
Idaho	Boundary	3,736	939	25.13%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Idaho	Jerome	4,096	1,169	28.54%
Idaho	Bonner	14,182	4,075	28.73%
Idaho	Kootenai	42,354	12,673	29.92%
Idaho	Bannock	16,609	5,206	31.34%
Idaho	Twin Falls	17,677	5,861	33.16%
Idaho	Owyhee	2,738	956	34.92%
Idaho	Boise	2,611	939	35.96%
Idaho	Payette	6,298	2,324	36.90%
Idaho	Gem	5,347	2,329	43.56%
Idaho	Ada	88,276	40,305	45.66%
Idaho	Canyon	42,359	20,380	48.11%
Illinois	Wayne	4,194	338	8.06%
Illinois	Clay	3,509	298	8.49%
Illinois	Edwards	1,661	143	8.61%
Illinois	Lawrence	3,453	312	9.04%
Illinois	Massac	4,000	374	9.35%
Illinois	Alexander	1,876	176	9.38%
Illinois	Crawford	4,669	458	9.81%
Illinois	Marion	10,265	1,085	10.57%
Illinois	White	4,048	455	11.24%
Illinois	Pulaski	1,601	182	11.37%
Illinois	Shelby	5,825	669	11.48%
Illinois	Wabash	2,954	340	11.51%
Illinois	Hamilton	2,100	244	11.62%
Illinois	Effingham	7,972	936	11.74%
Illinois	Hardin	1,283	152	11.85%
Illinois	Richland	4,050	497	12.27%
Illinois	Grundy	9,817	1,236	12.59%
Illinois	Hancock	5,255	662	12.60%
Illinois	Fayette	4,977	660	13.26%
Illinois	Jasper	2,417	327	13.53%
Illinois	Gallatin	1,537	209	13.60%
Illinois	Jefferson	9,119	1,266	13.88%
Illinois	Pike	4,026	560	13.91%
Illinois	Greene	3,287	459	13.96%
Illinois	La Salle	26,041	3,655	14.04%
Illinois	Iroquois	7,522	1,076	14.30%
Illinois	Moultrie	3,450	500	14.49%
Illinois	Henderson	1,839	268	14.57%
Illinois	McHenry	58,764	8,679	14.77%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Illinois	Adams	15,783	2,404	15.23%
Illinois	Montgomery	7,264	1,115	15.35%
Illinois	Washington	3,421	534	15.61%
Illinois	Bureau	8,654	1,369	15.82%
Illinois	Mason	3,878	614	15.83%
Illinois	Lake	122,492	19,736	16.11%
Illinois	Saline	6,590	1,113	16.89%
Illinois	Macoupin	12,041	2,074	17.22%
Illinois	Edgar	4,549	791	17.39%
Illinois	Calhoun	1,334	233	17.47%
Illinois	Brown	1,154	204	17.68%
Illinois	Pope	1,321	234	17.71%
Illinois	Schuyler	1,764	313	17.74%
Illinois	Lee	8,604	1,527	17.75%
Illinois	Clinton	8,108	1,457	17.97%
Illinois	Scott	1,244	226	18.17%
Illinois	Macon	25,860	4,780	18.48%
Illinois	Whiteside	14,754	2,744	18.60%
Illinois	Marshall	3,429	651	18.99%
Illinois	Bond	3,912	752	19.22%
Illinois	Williamson	16,263	3,133	19.26%
Illinois	Cass	2,795	543	19.43%
Illinois	Kendall	18,706	3,640	19.46%
Illinois	Franklin	10,456	2,062	19.72%
Illinois	Warren	4,172	842	20.18%
Illinois	Clark	3,995	818	20.48%
Illinois	Putnam	1,561	321	20.56%
Illinois	Coles	10,576	2,184	20.65%
Illinois	Kankakee	23,722	4,930	20.78%
Illinois	Morgan	8,447	1,755	20.78%
Illinois	Cumberland	2,684	561	20.90%
Illinois	Woodford	8,656	1,822	21.05%
Illinois	Union	4,930	1,044	21.18%
Illinois	DeKalb	17,319	3,675	21.22%
Illinois	Jersey	5,570	1,185	21.27%
Illinois	Johnson	3,375	731	21.66%
Illinois	DuPage	175,299	38,174	21.78%
Illinois	Livingston	8,442	1,871	22.16%
Illinois	Ford	3,310	747	22.57%
Illinois	Jackson	11,186	2,549	22.79%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Illinois	Perry	4,945	1,134	22.93%
Illinois	Stark	1,478	343	23.21%
Illinois	Kane	88,602	20,637	23.29%
Illinois	Christian	8,384	1,960	23.38%
Illinois	Will	116,909	27,696	23.69%
Illinois	Fulton	8,812	2,113	23.98%
Illinois	McDonough	6,451	1,573	24.38%
Illinois	De Witt	3,867	965	24.95%
Illinois	Carroll	4,596	1,163	25.30%
Illinois	Ogle	11,862	3,001	25.30%
Illinois	Randolph	7,359	1,879	25.53%
Illinois	Logan	6,425	1,721	26.79%
Illinois	Henry	12,410	3,477	28.02%
Illinois	Tazewell	30,866	8,679	28.12%
Illinois	Cook	879,415	247,921	28.19%
Illinois	Boone	10,872	3,091	28.43%
Illinois	McLean	28,835	8,402	29.14%
Illinois	Mercer	4,380	1,332	30.41%
Illinois	Douglas	4,371	1,331	30.45%
Illinois	Knox	13,165	4,114	31.25%
Illinois	Menard	3,039	956	31.46%
Illinois	Peoria	38,937	12,718	32.66%
Illinois	Winnebago	62,848	21,959	34.94%
Illinois	Madison	58,288	20,410	35.02%
Illinois	St. Clair	52,532	18,603	35.41%
Illinois	Sangamon	43,877	16,235	37.00%
Illinois	Rock Island	33,169	12,485	37.64%
Illinois	Vermilion	18,816	7,186	38.19%
Illinois	Monroe	7,495	2,878	38.40%
Illinois	Piatt	3,974	1,526	38.40%
Illinois	Stephenson	12,375	4,934	39.87%
Illinois	Champaign	32,098	13,947	43.45%
Illinois	Jo Daviess	6,966	3,208	46.05%
Indiana	Dubois	9,398	1,150	12.24%
Indiana	Martin	2,596	333	12.83%
Indiana	Daviess	6,006	781	13.00%
Indiana	Wayne	16,971	2,340	13.79%
Indiana	Knox	8,625	1,373	15.92%
Indiana	Warren	2,055	350	17.03%
Indiana	Fayette	6,790	1,224	18.03%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Indiana	Perry	4,514	824	18.25%
Indiana	Benton	2,065	379	18.35%
Indiana	Vermillion	4,166	765	18.36%
Indiana	Randolph	6,447	1,219	18.91%
Indiana	Spencer	5,006	961	19.20%
Indiana	Greene	8,008	1,576	19.68%
Indiana	Newton	3,605	722	20.03%
Indiana	Jasper	7,869	1,578	20.05%
Indiana	Union	1,824	367	20.12%
Indiana	White	6,297	1,298	20.61%
Indiana	Pulaski	3,357	697	20.76%
Indiana	Vigo	23,503	4,925	20.95%
Indiana	Crawford	2,957	622	21.03%
Indiana	Jefferson	8,023	1,691	21.08%
Indiana	Bartholomew	16,812	3,553	21.13%
Indiana	Fountain	4,376	934	21.34%
Indiana	Harrison	9,382	2,015	21.48%
Indiana	Clay	6,526	1,419	21.74%
Indiana	Sullivan	4,812	1,056	21.95%
Indiana	Monroe	23,248	5,129	22.06%
Indiana	La Porte	25,200	5,624	22.32%
Indiana	Switzerland	2,229	498	22.34%
Indiana	Ripley	7,029	1,590	22.62%
Indiana	Orange	5,079	1,174	23.11%
Indiana	Carroll	4,915	1,143	23.26%
Indiana	Floyd	17,690	4,136	23.38%
Indiana	Franklin	6,181	1,454	23.52%
Indiana	Tippecanoe	27,110	6,388	23.56%
Indiana	Rush	4,005	950	23.72%
Indiana	Parke	4,032	969	24.03%
Indiana	Scott	6,097	1,487	24.39%
Indiana	Dearborn	12,222	2,992	24.48%
Indiana	Lawrence	11,420	2,830	24.78%
Indiana	Posey	6,011	1,497	24.90%
Indiana	Starke	6,326	1,584	25.04%
Indiana	Decatur	5,943	1,504	25.31%
Indiana	Owen	5,579	1,430	25.63%
Indiana	Ohio	1,772	457	25.79%
Indiana	Miami	8,135	2,103	25.85%
Indiana	Clark	25,661	6,701	26.11%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Indiana	Warrick	14,098	3,716	26.36%
Indiana	Pike	3,273	863	26.37%
Indiana	Porter	36,522	9,647	26.41%
Indiana	Blackford	3,426	916	26.74%
Indiana	Cass	8,695	2,333	26.83%
Indiana	Delaware	25,399	6,862	27.02%
Indiana	Boone	12,213	3,332	27.28%
Indiana	Jay	4,891	1,336	27.32%
Indiana	Jennings	6,670	1,837	27.54%
Indiana	Clinton	6,976	1,927	27.62%
Indiana	Gibson	7,551	2,124	28.13%
Indiana	Tipton	3,906	1,103	28.24%
Indiana	Hamilton	51,613	14,600	28.29%
Indiana	Grant	16,881	4,782	28.33%
Indiana	Howard	20,985	6,023	28.70%
Indiana	Washington	6,654	1,931	29.02%
Indiana	Putnam	8,119	2,357	29.03%
Indiana	Vanderburgh	40,011	11,617	29.03%
Indiana	Lake	100,765	29,447	29.22%
Indiana	Brown	4,709	1,379	29.28%
Indiana	Montgomery	8,649	2,602	30.08%
Indiana	Johnson	30,491	9,210	30.21%
Indiana	Morgan	16,944	5,295	31.25%
Indiana	Jackson	9,663	3,029	31.35%
Indiana	Shelby	9,982	3,153	31.59%
Indiana	Elkhart	37,328	11,861	31.78%
Indiana	Hendricks	30,106	9,766	32.44%
Indiana	Henry	12,245	3,996	32.63%
Indiana	Adams	6,509	2,161	33.20%
Indiana	Hancock	17,087	5,676	33.22%
Indiana	Lagrange	6,331	2,137	33.75%
Indiana	Fulton	5,135	1,766	34.39%
Indiana	Marion	160,330	55,649	34.71%
Indiana	St. Joseph	53,410	18,666	34.95%
Indiana	Marshall	10,177	3,855	37.88%
Indiana	Madison	31,425	12,115	38.55%
Indiana	Wabash	8,661	3,430	39.60%
Indiana	Steuben	8,900	3,597	40.42%
Indiana	Kosciusko	17,011	6,931	40.74%
Indiana	Wells	6,477	2,704	41.75%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Indiana	Noble	10,087	4,391	43.53%
Indiana	De Kalb	9,564	4,315	45.12%
Indiana	Huntington	8,885	4,072	45.83%
Indiana	Allen	71,051	33,632	47.34%
Indiana	Whitley	7,879	3,816	48.43%
Iowa	Taylor	1,716	21	1.22%
Iowa	Adams	1,114	24	2.15%
Iowa	Hancock	2,884	83	2.88%
Iowa	Palo Alto	2,401	71	2.96%
Iowa	Mitchell	2,641	87	3.29%
Iowa	Kossuth	4,267	141	3.30%
Iowa	Clay	4,265	146	3.42%
Iowa	Howard	2,420	83	3.43%
Iowa	Audubon	1,681	59	3.51%
Iowa	Sac	2,757	103	3.74%
Iowa	Emmet	2,483	99	3.99%
Iowa	Humboldt	2,412	114	4.73%
Iowa	Franklin	2,560	137	5.35%
Iowa	Winnebago	2,794	153	5.48%
Iowa	Pocahontas	1,985	110	5.54%
Iowa	Osceola	1,536	88	5.73%
Iowa	Dickinson	5,588	326	5.83%
Iowa	Wright	3,305	195	5.90%
Iowa	O'Brien	3,557	212	5.96%
Iowa	Ringgold	1,420	87	6.13%
Iowa	Cerro Gordo	11,924	748	6.27%
Iowa	Sioux	6,398	405	6.33%
Iowa	Buena Vista	3,945	256	6.49%
Iowa	Lyon	2,454	170	6.93%
Iowa	Lee	9,026	634	7.02%
Iowa	Calhoun	2,783	196	7.04%
Iowa	Worth	1,890	154	8.15%
Iowa	Shelby	3,377	301	8.91%
Iowa	Page	4,280	393	9.18%
Iowa	Ida	1,838	173	9.41%
Iowa	Chickasaw	3,049	288	9.45%
Iowa	Fremont	1,985	201	10.13%
Iowa	Crawford	3,605	370	10.26%
Iowa	Cass	3,860	397	10.28%
Iowa	Henry	4,830	505	10.46%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Iowa	Floyd	4,298	450	10.47%
Iowa	Union	3,215	340	10.58%
Iowa	Cherokee	3,254	345	10.60%
Iowa	Carroll	5,147	563	10.94%
Iowa	Adair	2,008	232	11.55%
Iowa	Hardin	4,519	544	12.04%
Iowa	Montgomery	2,932	359	12.24%
Iowa	Clarke	2,303	285	12.38%
Iowa	Hamilton	3,692	457	12.38%
Iowa	Harrison	3,567	464	13.01%
Iowa	Allamakee	3,691	489	13.25%
Iowa	Decatur	1,983	274	13.82%
Iowa	Des Moines	10,201	1,453	14.24%
Iowa	Washington	5,534	802	14.49%
Iowa	Winneshiek	4,908	731	14.89%
Iowa	Mills	3,643	545	14.96%
Iowa	Poweshiek	4,599	694	15.09%
Iowa	Plymouth	5,604	854	15.24%
Iowa	Story	14,667	2,310	15.75%
Iowa	Marion	7,632	1,227	16.08%
Iowa	Greene	2,537	414	16.32%
Iowa	Van Buren	1,993	334	16.76%
Iowa	Webster	8,745	1,467	16.78%
Iowa	Wayne	1,722	304	17.65%
Iowa	Jefferson	4,872	864	17.73%
Iowa	Boone	6,618	1,207	18.24%
Iowa	Davis	1,871	342	18.28%
Iowa	Louisa	2,565	472	18.40%
Iowa	Fayette	5,422	998	18.41%
Iowa	Mahaska	5,100	940	18.43%
Iowa	Iowa	3,865	713	18.45%
Iowa	Monona	2,583	482	18.66%
Iowa	Guthrie	3,088	581	18.81%
Iowa	Keokuk	2,694	514	19.08%
Iowa	Butler	3,964	760	19.17%
Iowa	Johnson	22,279	4,290	19.26%
Iowa	Lucas	2,307	452	19.59%
Iowa	Grundy	3,084	612	19.84%
Iowa	Jasper	8,913	1,787	20.05%
Iowa	Dallas	14,064	2,904	20.65%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Iowa	Marshall	9,275	1,915	20.65%
Iowa	Cedar	4,401	911	20.70%
Iowa	Monroe	1,944	416	21.40%
Iowa	Tama	4,302	929	21.59%
Iowa	Appanoose	3,604	798	22.14%
Iowa	Madison	3,552	789	22.21%
Iowa	Clinton	11,471	2,647	23.08%
Iowa	Bremer	5,820	1,358	23.33%
Iowa	Benton	5,913	1,382	23.37%
Iowa	Jones	4,993	1,174	23.51%
Iowa	Clayton	5,034	1,185	23.54%
Iowa	Delaware	4,000	953	23.83%
Iowa	Warren	10,224	2,466	24.12%
Iowa	Woodbury	20,114	5,038	25.05%
Iowa	Muscatine	9,242	2,357	25.50%
Iowa	Polk	81,590	21,917	26.86%
Iowa	Wapello	8,453	2,279	26.96%
Iowa	Pottawattamie	21,379	6,063	28.36%
Iowa	Buchanan	4,692	1,331	28.37%
Iowa	Scott	35,494	10,396	29.29%
Iowa	Jackson	5,283	1,598	30.25%
Iowa	Linn	44,425	13,878	31.24%
Iowa	Black Hawk	28,086	9,897	35.24%
Iowa	Dubuque	21,510	11,115	51.67%
Kansas	Lincoln	902	13	1.44%
Kansas	Sheridan	671	11	1.64%
Kansas	Pratt	2,280	39	1.71%
Kansas	Pawnee	1,631	31	1.90%
Kansas	Barton	6,103	117	1.92%
Kansas	Trego	880	17	1.93%
Kansas	Russell	1,990	39	1.96%
Kansas	Kiowa	659	13	1.97%
Kansas	Gray	1,136	23	2.02%
Kansas	Ness	839	17	2.03%
Kansas	Kearny	735	15	2.04%
Kansas	Rush	967	22	2.28%
Kansas	Lane	463	11	2.38%
Kansas	Osborne	1,073	26	2.42%
Kansas	Stevens	945	23	2.43%
Kansas	Morton	631	16	2.54%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Kansas	Ottawa	1,538	39	2.54%
Kansas	Sherman	1,453	37	2.55%
Kansas	Edwards	811	21	2.59%
Kansas	Marion	3,304	86	2.60%
Kansas	Gove	748	20	2.67%
Kansas	Seward	2,697	73	2.71%
Kansas	Ford	4,644	129	2.78%
Kansas	Scott	1,112	31	2.79%
Kansas	Barber	1,309	37	2.83%
Kansas	Finney	5,190	153	2.95%
Kansas	Ellis	5,612	166	2.96%
Kansas	Hamilton	473	14	2.96%
Kansas	Rice	2,302	70	3.04%
Kansas	Clark	523	16	3.06%
Kansas	Stafford	1,090	34	3.12%
Kansas	Harper	1,522	48	3.15%
Kansas	Meade	916	29	3.17%
Kansas	Nemaha	2,395	76	3.17%
Kansas	Ellsworth	1,559	50	3.21%
Kansas	Haskell	683	22	3.22%
Kansas	Phillips	1,558	51	3.27%
Kansas	Mitchell	1,700	56	3.29%
Kansas	Republic	1,499	50	3.34%
Kansas	Brown	2,561	87	3.40%
Kansas	Kingman	2,025	70	3.46%
Kansas	Washington	1,610	56	3.48%
Kansas	Smith	1,246	45	3.61%
Kansas	Cloud	2,462	90	3.66%
Kansas	Jewell	1,028	38	3.70%
Kansas	Chautauqua	1,101	41	3.72%
Kansas	Chase	735	28	3.81%
Kansas	Grant	1,239	48	3.87%
Kansas	Morris	1,586	63	3.97%
Kansas	Rawlins	781	31	3.97%
Kansas	Rooks	1,386	56	4.04%
Kansas	Norton	1,279	52	4.07%
Kansas	Thomas	1,688	72	4.27%
Kansas	Clay	2,223	97	4.36%
Kansas	Logan	765	34	4.44%
Kansas	Elk	918	41	4.47%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Kansas	Dickinson	4,789	228	4.76%
Kansas	Graham	822	40	4.87%
Kansas	Doniphan	1,801	88	4.89%
Kansas	Greenwood	1,992	98	4.92%
Kansas	Wilson	2,582	129	5.00%
Kansas	Riley	8,785	461	5.25%
Kansas	Decatur	893	48	5.38%
Kansas	Woodson	908	49	5.40%
Kansas	Neosho	3,972	217	5.46%
Kansas	Coffey	2,376	143	6.02%
Kansas	Cheyenne	829	50	6.03%
Kansas	Geary	4,637	304	6.56%
Kansas	Marshall	2,676	190	7.10%
Kansas	Allen	3,405	270	7.93%
Kansas	Saline	12,518	994	7.94%
Kansas	Anderson	2,094	179	8.55%
Kansas	Lyon	6,633	571	8.61%
Kansas	Reno	15,285	1,448	9.47%
Kansas	Pottawatomie	4,575	449	9.81%
Kansas	McPherson	7,015	697	9.94%
Kansas	Wabaunsee	1,760	193	10.97%
Kansas	Cowley	7,959	883	11.09%
Kansas	Labette	5,322	623	11.71%
Kansas	Atchison	3,683	436	11.84%
Kansas	Montgomery	8,465	1,020	12.05%
Kansas	Franklin	5,972	755	12.64%
Kansas	Osage	4,479	568	12.68%
Kansas	Crawford	7,982	1,030	12.90%
Kansas	Shawnee	41,624	6,431	15.45%
Kansas	Douglas	19,265	2,991	15.53%
Kansas	Cherokee	5,052	788	15.60%
Kansas	Sumner	5,578	924	16.57%
Kansas	Jefferson	4,544	765	16.84%
Kansas	Jackson	3,329	563	16.91%
Kansas	Bourbon	3,637	645	17.73%
Kansas	Leavenworth	15,279	2,881	18.86%
Kansas	Harvey	8,465	1,642	19.40%
Kansas	Butler	13,273	2,581	19.45%
Kansas	Sedgwick	94,507	22,652	23.97%
Kansas	Miami	7,459	1,817	24.36%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Kansas	Linn	2,849	746	26.18%
Kansas	Johnson	104,961	30,849	29.39%
Kansas	Wyandotte	27,333	10,770	39.40%
Kentucky	Todd	2,681	527	19.66%
Kentucky	Hancock	2,163	437	20.20%
Kentucky	Christian	12,676	2,671	21.07%
Kentucky	Breckinridge	5,444	1,225	22.50%
Kentucky	Hickman	1,508	343	22.75%
Kentucky	Owsley	1,279	299	23.38%
Kentucky	Livingston	2,862	670	23.41%
Kentucky	Ballard	2,233	523	23.42%
Kentucky	Hardin	22,483	5,278	23.48%
Kentucky	Caldwell	3,667	873	23.81%
Kentucky	Clinton	2,649	641	24.20%
Kentucky	Washington	2,959	726	24.54%
Kentucky	Adair	4,847	1,197	24.70%
Kentucky	Trigg	4,308	1,064	24.70%
Kentucky	Taylor	6,654	1,646	24.74%
Kentucky	Fulton	2,049	509	24.84%
Kentucky	Bell	7,296	1,826	25.03%
Kentucky	Grayson	6,875	1,725	25.09%
Kentucky	Russell	4,915	1,234	25.11%
Kentucky	Meade	6,067	1,524	25.12%
Kentucky	Whitley	9,680	2,438	25.19%
Kentucky	Crittenden	2,397	606	25.28%
Kentucky	Wayne	5,629	1,437	25.53%
Kentucky	Lyon	2,649	679	25.63%
Kentucky	Simpson	4,390	1,128	25.69%
Kentucky	Casey	4,335	1,114	25.70%
Kentucky	Nicholas	1,884	489	25.96%
Kentucky	Larue	3,727	971	26.05%
Kentucky	Logan	6,660	1,735	26.05%
Kentucky	Marshall	9,334	2,442	26.16%
Kentucky	Monroe	2,914	765	26.25%
Kentucky	McCreary	4,130	1,086	26.30%
Kentucky	Rockcastle	4,487	1,193	26.59%
Kentucky	Marion	4,401	1,172	26.63%
Kentucky	McCracken	17,710	4,722	26.66%
Kentucky	Lee	2,018	539	26.71%
Kentucky	Lawrence	4,297	1,149	26.74%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Kentucky	Estill	3,879	1,045	26.94%
Kentucky	Carlisle	1,395	376	26.95%
Kentucky	Hart	4,603	1,249	27.13%
Kentucky	Cumberland	1,932	528	27.33%
Kentucky	Laurel	15,250	4,211	27.61%
Kentucky	Knox	8,629	2,386	27.65%
Kentucky	Hopkins	11,562	3,200	27.68%
Kentucky	Nelson	10,562	2,931	27.75%
Kentucky	Mason	4,460	1,239	27.78%
Kentucky	Garrard	4,446	1,240	27.89%
Kentucky	Lincoln	6,654	1,862	27.98%
Kentucky	Barren	10,926	3,085	28.24%
Kentucky	Green	3,121	883	28.29%
Kentucky	Martin	3,022	859	28.42%
Kentucky	Floyd	11,102	3,158	28.45%
Kentucky	Lewis	3,360	956	28.45%
Kentucky	Daviess	23,321	6,666	28.58%
Kentucky	Robertson	617	177	28.69%
Kentucky	Allen	4,973	1,453	29.22%
Kentucky	Oldham	11,259	3,310	29.40%
Kentucky	Letcher	6,641	1,957	29.47%
Kentucky	Perry	7,435	2,193	29.50%
Kentucky	Harrison	4,587	1,362	29.69%
Kentucky	Boyle	7,659	2,299	30.02%
Kentucky	Warren	22,644	6,798	30.02%
Kentucky	Harlan	7,922	2,380	30.04%
Kentucky	Pulaski	18,221	5,501	30.19%
Kentucky	Calloway	8,602	2,601	30.24%
Kentucky	Boyd	13,026	3,940	30.25%
Kentucky	Greenup	10,298	3,115	30.25%
Kentucky	Fleming	3,872	1,174	30.32%
Kentucky	McLean	2,588	786	30.37%
Kentucky	Edmonson	3,319	1,014	30.55%
Kentucky	Johnson	6,509	1,990	30.57%
Kentucky	Jackson	3,393	1,038	30.59%
Kentucky	Pike	17,587	5,398	30.69%
Kentucky	Trimble	2,144	666	31.06%
Kentucky	Carroll	2,732	851	31.15%
Kentucky	Carter	7,277	2,274	31.25%
Kentucky	Metcalfe	2,814	881	31.31%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Kentucky	Spencer	3,850	1,212	31.48%
Kentucky	Graves	9,436	2,997	31.76%
Kentucky	Ohio	6,108	1,942	31.79%
Kentucky	Webster	3,358	1,084	32.28%
Kentucky	Bracken	2,251	730	32.43%
Kentucky	Shelby	9,632	3,141	32.61%
Kentucky	Mercer	5,820	1,907	32.77%
Kentucky	Wolfe	2,200	722	32.82%
Kentucky	Breathitt	3,807	1,252	32.89%
Kentucky	Muhlenberg	8,089	2,661	32.90%
Kentucky	Owen	2,841	944	33.23%
Kentucky	Knott	4,228	1,417	33.51%
Kentucky	Union	3,416	1,152	33.72%
Kentucky	Butler	3,208	1,100	34.29%
Kentucky	Bullitt	17,376	6,012	34.60%
Kentucky	Henderson	10,884	3,769	34.63%
Kentucky	Powell	3,424	1,210	35.34%
Kentucky	Jefferson	157,857	55,909	35.42%
Kentucky	Magoffin	3,394	1,212	35.71%
Kentucky	Gallatin	1,799	647	35.96%
Kentucky	Pendleton	3,711	1,338	36.05%
Kentucky	Montgomery	6,557	2,394	36.51%
Kentucky	Morgan	3,284	1,201	36.57%
Kentucky	Menifee	1,964	720	36.66%
Kentucky	Boone	24,078	8,963	37.22%
Kentucky	Bath	3,174	1,182	37.24%
Kentucky	Jessamine	10,588	3,953	37.33%
Kentucky	Clark	8,905	3,330	37.39%
Kentucky	Grant	5,981	2,244	37.52%
Kentucky	Bourbon	5,020	1,890	37.65%
Kentucky	Fayette	54,017	20,452	37.86%
Kentucky	Leslie	3,035	1,154	38.02%
Kentucky	Henry	3,948	1,518	38.45%
Kentucky	Kenton	32,022	12,317	38.46%
Kentucky	Rowan	5,231	2,016	38.54%
Kentucky	Scott	9,352	3,606	38.56%
Kentucky	Madison	18,119	6,995	38.61%
Kentucky	Elliott	1,764	682	38.66%
Kentucky	Clay	5,253	2,082	39.63%
Kentucky	Campbell	18,528	7,363	39.74%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Kentucky	Franklin	15,467	6,150	39.76%
Kentucky	Woodford	6,422	2,573	40.07%
Kentucky	Anderson	5,090	2,089	41.04%
Louisiana	Vernon	8,509	960	11.28%
Louisiana	Jefferson Davis	7,012	926	13.21%
Louisiana	Beauregard	8,186	1,175	14.35%
Louisiana	Allen	5,058	767	15.16%
Louisiana	LaSalle	3,295	510	15.48%
Louisiana	Evangeline	7,673	1,210	15.77%
Louisiana	Madison	2,262	382	16.89%
Louisiana	Concordia	4,637	792	17.08%
Louisiana	Tensas	1,334	235	17.62%
Louisiana	Cameron	1,377	244	17.72%
Louisiana	Acadia	13,140	2,477	18.85%
Louisiana	Sabine	6,010	1,133	18.85%
Louisiana	Natchitoches	8,306	1,580	19.02%
Louisiana	Avoyelles	9,566	1,851	19.35%
Louisiana	Vermilion	12,132	2,383	19.64%
Louisiana	Catahoula	2,579	508	19.70%
Louisiana	Calcasieu	39,931	8,002	20.04%
Louisiana	Lafayette	42,065	8,848	21.03%
Louisiana	Winn	3,366	723	21.48%
Louisiana	Rapides	30,146	6,484	21.51%
Louisiana	Claiborne	3,742	807	21.57%
Louisiana	St. Landry	20,738	4,511	21.75%
Louisiana	Lincoln	8,013	1,751	21.85%
Louisiana	Grant	4,782	1,067	22.31%
Louisiana	Franklin	4,974	1,128	22.68%
Louisiana	Bienville	3,759	858	22.83%
Louisiana	Jackson	3,943	920	23.33%
Louisiana	Red River	1,964	459	23.37%
Louisiana	De Soto	6,647	1,562	23.50%
Louisiana	Bossier	23,340	5,571	23.87%
Louisiana	Caldwell	2,437	583	23.92%
Louisiana	St. Martin	11,669	2,829	24.24%
Louisiana	Richland	4,941	1,236	25.02%
Louisiana	Webster	10,316	2,606	25.26%
Louisiana	Union	5,755	1,488	25.86%
Louisiana	Iberia	15,581	4,051	26.00%
Louisiana	East Carroll	1,555	419	26.95%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Louisiana	West Carroll	2,859	773	27.04%
Louisiana	Terrebonne	22,838	6,206	27.17%
Louisiana	Caddo	54,557	15,547	28.50%
Louisiana	Ouachita	30,923	9,067	29.32%
Louisiana	Morehouse	7,088	2,135	30.12%
Louisiana	St. Mary	11,565	3,606	31.18%
Louisiana	West Feliciana	2,402	851	35.43%
Louisiana	Washington	11,367	4,131	36.34%
Louisiana	St. Helena	3,464	1,261	36.40%
Louisiana	Assumption	5,306	1,944	36.64%
Louisiana	Lafourche	20,068	7,533	37.54%
Louisiana	East Feliciana	4,827	1,881	38.97%
Louisiana	Tangipahoa	25,614	10,008	39.07%
Louisiana	East Baton Rouge	81,216	37,947	46.72%
Louisiana	Pointe Coupee	5,437	2,598	47.78%
Louisiana	St. Tammany	56,330	27,793	49.34%
Louisiana	St. Bernard	7,217	3,643	50.48%
Louisiana	Plaquemines	4,079	2,062	50.55%
Louisiana	Orleans	70,344	35,646	50.67%
Louisiana	Livingston	24,113	12,382	51.35%
Louisiana	West Baton Rouge	4,914	2,550	51.89%
Louisiana	St. James	4,753	2,479	52.16%
Louisiana	Iberville	6,935	3,653	52.67%
Louisiana	Ascension	19,281	10,293	53.38%
Louisiana	St. John the Baptis	9,128	4,879	53.45%
Louisiana	St. Charles	9,758	5,573	57.11%
Louisiana	Jefferson	94,207	54,362	57.70%
Maine	Washington	10,297	1,461	14.19%
Maine	Aroostook	21,359	4,979	23.31%
Maine	Piscataquis	5,998	1,408	23.47%
Maine	Hancock	16,709	4,458	26.68%
Maine	Somerset	15,377	4,126	26.83%
Maine	Penobscot	39,792	12,236	30.75%
Maine	Waldo	11,918	3,904	32.76%
Maine	York	55,389	18,427	33.27%
Maine	Knox	12,797	4,267	33.34%
Maine	Oxford	17,213	6,064	35.23%
Maine	Sagadahoc	10,577	3,884	36.72%
Maine	Lincoln	12,113	4,526	37.36%
Maine	Kennebec	35,025	13,613	38.87%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Maine	Franklin	8,712	3,549	40.74%
Maine	Cumberland	70,450	28,776	40.85%
Maine	Androscoggin	27,038	11,466	42.41%
Maryland	St. Mary's	18,254	313	1.71%
Maryland	Dorchester	8,843	301	3.40%
Maryland	Caroline	7,341	277	3.77%
Maryland	Kent	6,361	286	4.50%
Maryland	Talbot	12,263	566	4.62%
Maryland	Queen Anne's	11,353	549	4.84%
Maryland	Calvert	17,547	931	5.31%
Maryland	Wicomico	21,493	1,167	5.43%
Maryland	Cecil	21,114	1,267	6.00%
Maryland	Allegany	17,877	1,120	6.27%
Maryland	Somerset	5,668	378	6.67%
Maryland	Worcester	17,177	1,178	6.86%
Maryland	Charles	26,286	1,893	7.20%
Maryland	Carroll	36,244	2,904	8.01%
Maryland	Frederick	46,268	3,925	8.48%
Maryland	Harford	51,981	4,436	8.53%
Maryland	Anne Arundel	104,450	10,093	9.66%
Maryland	Howard	53,374	5,185	9.71%
Maryland	Garrett	7,675	749	9.76%
Maryland	Washington	33,418	3,742	11.20%
Maryland	Montgomery	181,268	22,649	12.49%
Maryland	Baltimore	175,577	22,293	12.70%
Maryland	Prince George's	145,210	23,075	15.89%
Maryland	Baltimore City	111,994	18,516	16.53%
Massachusetts	Dukes	5,439	162	2.98%
Massachusetts	Nantucket	2,235	76	3.40%
Massachusetts	Berkshire	36,905	3,116	8.44%
Massachusetts	Barnstable	82,486	12,397	15.03%
Massachusetts	Plymouth	120,831	22,162	18.34%
Massachusetts	Bristol	129,013	25,325	19.63%
Massachusetts	Hampshire	37,261	7,448	19.99%
Massachusetts	Franklin	20,300	4,068	20.04%
Massachusetts	Norfolk	144,902	30,381	20.97%
Massachusetts	Essex	170,756	39,256	22.99%
Massachusetts	Middlesex	293,688	72,447	24.67%
Massachusetts	Suffolk	118,402	32,577	27.51%
Massachusetts	Hampden	108,994	35,311	32.40%

Medicare Supplement Prospecting Guide

Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales		
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Massachusetts	Worcester	168,153	55,104	32.77%
Michigan	Alpena	9,570	2,311	24.15%
Michigan	Baraga	2,352	623	26.49%
Michigan	Ontonagon	2,631	709	26.95%
Michigan	Huron	10,054	2,800	27.85%
Michigan	Branch	10,670	2,997	28.09%
Michigan	Keweenaw	905	255	28.18%
Michigan	Alger	2,985	842	28.21%
Michigan	Ingham	53,623	15,221	28.39%
Michigan	Iron	4,228	1,201	28.41%
Michigan	Otsego	7,288	2,107	28.91%
Michigan	Luce	1,781	515	28.92%
Michigan	Jackson	37,694	10,939	29.02%
Michigan	Calhoun	33,369	9,771	29.28%
Michigan	Emmet	10,128	2,983	29.45%
Michigan	Gogebic	4,907	1,456	29.67%
Michigan	Ogemaw	7,634	2,266	29.68%
Michigan	Chippewa	8,922	2,672	29.95%
Michigan	Isabella	12,195	3,683	30.20%
Michigan	Crawford	4,618	1,395	30.21%
Michigan	Dickinson	7,441	2,248	30.21%
Michigan	Cheboygan	9,226	2,804	30.39%
Michigan	Oscoda	3,284	1,000	30.45%
Michigan	Lake	4,519	1,384	30.63%
Michigan	Charlevoix	8,218	2,546	30.98%
Michigan	Sanilac	11,533	3,577	31.02%
Michigan	Kalkaska	5,404	1,678	31.05%
Michigan	Hillsdale	11,827	3,683	31.14%
Michigan	Marquette	16,288	5,080	31.19%
Michigan	Cass	14,256	4,464	31.31%
Michigan	Schoolcraft	2,862	896	31.31%
Michigan	Wexford	9,155	2,877	31.43%
Michigan	St. Joseph	14,329	4,523	31.57%
Michigan	Presque Isle	5,294	1,673	31.60%
Michigan	Montmorency	4,372	1,388	31.75%
Michigan	Delta	11,472	3,650	31.82%
Michigan	Mackinac	3,982	1,269	31.87%
Michigan	Missaukee	4,202	1,340	31.89%
Michigan	Washtenaw	65,614	20,989	31.99%
Michigan	Manistee	8,389	2,693	32.10%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Michigan	Iosco	10,055	3,243	32.25%
Michigan	Osceola	6,909	2,228	32.25%
Michigan	Alcona	4,932	1,600	32.44%
Michigan	Gratiot	9,549	3,112	32.59%
Michigan	Roscommon	10,872	3,601	33.12%
Michigan	Antrim	8,437	2,825	33.48%
Michigan	Berrien	38,679	13,029	33.68%
Michigan	Clare	10,509	3,552	33.80%
Michigan	Benzie	6,184	2,136	34.54%
Michigan	Menominee	6,904	2,407	34.86%
Michigan	Houghton	8,145	2,843	34.90%
Michigan	Mason	9,183	3,207	34.92%
Michigan	Arenac	5,357	1,875	35.00%
Michigan	Eaton	26,344	9,221	35.00%
Michigan	Lenawee	25,179	8,999	35.74%
Michigan	Oakland	262,919	95,695	36.40%
Michigan	Clinton	16,814	6,151	36.58%
Michigan	Livingston	42,407	15,670	36.95%
Michigan	Gladwin	9,260	3,425	36.99%
Michigan	Tuscola	14,693	5,498	37.42%
Michigan	Van Buren	19,065	7,170	37.61%
Michigan	Bay	28,287	10,647	37.64%
Michigan	Grand Traverse	24,416	9,194	37.66%
Michigan	Oceana	7,604	2,879	37.86%
Michigan	St. Clair	39,896	15,269	38.27%
Michigan	Shiawassee	17,571	6,735	38.33%
Michigan	Mecosta	10,707	4,105	38.34%
Michigan	Monroe	36,344	13,967	38.43%
Michigan	Montcalm	15,910	6,128	38.52%
Michigan	Leelanau	8,186	3,155	38.54%
Michigan	Midland	19,899	7,738	38.89%
Michigan	Ionia	12,725	4,985	39.17%
Michigan	Macomb	188,459	74,989	39.79%
Michigan	Lapeer	21,351	8,718	40.83%
Michigan	Wayne	353,027	151,688	42.97%
Michigan	Kalamazoo	52,633	23,050	43.79%
Michigan	Saginaw	48,312	21,623	44.76%
Michigan	Barry	15,090	6,919	45.85%
Michigan	Genesee	96,502	46,092	47.76%
Michigan	Muskegon	41,500	20,229	48.74%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Michigan	Newaygo	13,292	6,528	49.11%
Michigan	Allegan	26,284	13,351	50.80%
Michigan	Kent	116,275	61,621	53.00%
Michigan	Ottawa	55,770	32,718	58.67%
Minnesota	Murray	2,576	578	22.44%
Minnesota	Jackson	2,600	604	23.23%
Minnesota	Kittson	1,262	297	23.53%
Minnesota	Lyon	5,351	1,309	24.46%
Minnesota	Norman	1,771	438	24.73%
Minnesota	Mahnomen	1,294	321	24.81%
Minnesota	Nobles	4,323	1,074	24.84%
Minnesota	Polk	7,301	1,847	25.30%
Minnesota	Lincoln	1,688	439	26.01%
Minnesota	Olmsted	29,697	8,010	26.97%
Minnesota	Beltrami	9,913	2,690	27.14%
Minnesota	Martin	5,756	1,600	27.80%
Minnesota	Watonwan	2,644	736	27.84%
Minnesota	Blue Earth	12,616	3,548	28.12%
Minnesota	Brown	6,607	1,887	28.56%
Minnesota	Hubbard	6,760	1,976	29.23%
Minnesota	Clay	11,022	3,254	29.52%
Minnesota	Nicollet	6,752	1,995	29.55%
Minnesota	Swift	2,488	741	29.78%
Minnesota	Renville	3,842	1,153	30.01%
Minnesota	Cottonwood	3,217	967	30.06%
Minnesota	Redwood	3,858	1,175	30.46%
Minnesota	Faribault	4,000	1,238	30.95%
Minnesota	Pope	3,287	1,023	31.12%
Minnesota	Chippewa	3,162	989	31.28%
Minnesota	Dodge	3,827	1,207	31.54%
Minnesota	Wilkin	1,604	507	31.61%
Minnesota	Fillmore	5,411	1,713	31.66%
Minnesota	Lac qui Parle	2,033	649	31.92%
Minnesota	Lake of the Woods	1,239	398	32.12%
Minnesota	Grant	1,818	585	32.18%
Minnesota	Mower	9,093	2,960	32.55%
Minnesota	Big Stone	1,575	521	33.08%
Minnesota	Cass	10,827	3,604	33.29%
Minnesota	Marshall	2,418	809	33.46%
Minnesota	Houston	4,987	1,671	33.51%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Minnesota	Wadena	4,267	1,476	34.59%
Minnesota	Waseca	4,509	1,561	34.62%
Minnesota	Roseau	3,372	1,172	34.76%
Minnesota	Benton	8,428	2,942	34.91%
Minnesota	Clearwater	2,303	805	34.95%
Minnesota	Winona	10,546	3,698	35.07%
Minnesota	Becker	9,523	3,363	35.31%
Minnesota	Kandiyohi	10,840	3,953	36.47%
Minnesota	Wabasha	5,836	2,160	37.01%
Minnesota	Crow Wing	19,874	7,429	37.38%
Minnesota	Pennington	3,159	1,181	37.39%
Minnesota	Stearns	30,512	11,713	38.39%
Minnesota	Steele	8,214	3,157	38.43%
Minnesota	Douglas	11,455	4,437	38.73%
Minnesota	Morrison	8,507	3,299	38.78%
Minnesota	Pipestone	2,398	931	38.82%
Minnesota	Otter Tail	17,527	6,828	38.96%
Minnesota	Stevens	1,948	759	38.96%
Minnesota	Sherburne	16,025	6,359	39.68%
Minnesota	Yellow Medicine	2,691	1,094	40.65%
Minnesota	Freeborn	8,262	3,413	41.31%
Minnesota	Scott	20,814	8,621	41.42%
Minnesota	Todd	6,464	2,685	41.54%
Minnesota	Isanti	8,680	3,645	41.99%
Minnesota	Red Lake	963	408	42.37%
Minnesota	Ramsey	101,552	43,053	42.40%
Minnesota	Dakota	76,976	32,826	42.64%
Minnesota	Chisago	11,620	5,047	43.43%
Minnesota	Wright	22,700	9,896	43.59%
Minnesota	Washington	49,651	22,009	44.33%
Minnesota	Rock	2,467	1,094	44.35%
Minnesota	Hennepin	216,376	97,344	44.99%
Minnesota	Traverse	1,111	502	45.18%
Minnesota	Carver	15,792	7,141	45.22%
Minnesota	Anoka	64,518	29,774	46.15%
Minnesota	Kanabec	4,547	2,110	46.40%
Minnesota	Koochiching	4,032	2,006	49.75%
Minnesota	Lake	3,487	1,757	50.39%
Minnesota	Pine	7,937	4,043	50.94%
Minnesota	Itasca	13,413	6,926	51.64%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Minnesota	Mille Lacs	7,090	3,671	51.78%
Minnesota	Cook	1,908	1,000	52.41%
Minnesota	Carlton	8,287	4,397	53.06%
Minnesota	Le Sueur	6,348	3,377	53.20%
Minnesota	Rice	12,984	7,024	54.10%
Minnesota	Sibley	3,418	1,855	54.27%
Minnesota	Aitkin	6,387	3,483	54.53%
Minnesota	St. Louis	49,590	27,289	55.03%
Minnesota	Goodhue	11,697	6,478	55.38%
Minnesota	McLeod	8,302	5,068	61.05%
Minnesota	Meeker	5,733	3,558	62.06%
Mississippi	Alcorn	9,591	310	3.23%
Mississippi	Prentiss	6,249	223	3.57%
Mississippi	Itawamba	6,023	217	3.60%
Mississippi	Lee	18,994	832	4.38%
Mississippi	Webster	3,242	156	4.81%
Mississippi	Tishomingo	5,588	274	4.90%
Mississippi	Noxubee	2,709	154	5.68%
Mississippi	Pontotoc	7,028	423	6.02%
Mississippi	Tippah	5,660	365	6.45%
Mississippi	Union	6,825	473	6.93%
Mississippi	Monroe	9,613	754	7.84%
Mississippi	Lafayette	9,039	727	8.04%
Mississippi	Choctaw	2,419	196	8.10%
Mississippi	Franklin	2,136	191	8.94%
Mississippi	Montgomery	3,029	274	9.05%
Mississippi	Calhoun	3,907	374	9.57%
Mississippi	Chickasaw	4,554	449	9.86%
Mississippi	Clay	4,946	507	10.25%
Mississippi	Carroll	3,116	340	10.91%
Mississippi	Oktibbeha	7,589	848	11.17%
Mississippi	Adams	7,822	890	11.38%
Mississippi	Jefferson	1,881	221	11.75%
Mississippi	Sunflower	5,613	669	11.92%
Mississippi	Yalobusha	4,284	516	12.04%
Mississippi	Lowndes	12,795	1,611	12.59%
Mississippi	Grenada	6,019	762	12.66%
Mississippi	Winston	4,991	641	12.84%
Mississippi	Neshoba	6,408	833	13.00%
Mississippi	Tallahatchie	3,132	428	13.67%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Mississippi	Greene	2,651	373	14.07%
Mississippi	Leflore	6,630	934	14.09%
Mississippi	Coahoma	5,591	813	14.54%
Mississippi	Humphreys	2,117	313	14.79%
Mississippi	Lawrence	3,560	551	15.48%
Mississippi	Amite	3,599	559	15.53%
Mississippi	Bolivar	7,809	1,236	15.83%
Mississippi	Lincoln	8,077	1,320	16.34%
Mississippi	Issaquena	266	44	16.54%
Mississippi	Benton	2,159	366	16.95%
Mississippi	Newton	5,250	894	17.03%
Mississippi	Smith	4,037	693	17.17%
Mississippi	Perry	3,297	578	17.53%
Mississippi	Wilkinson	2,140	377	17.62%
Mississippi	Lauderdale	16,411	2,937	17.90%
Mississippi	Clarke	4,432	804	18.14%
Mississippi	Jefferson Davis	3,168	587	18.53%
Mississippi	Warren	10,596	2,009	18.96%
Mississippi	Quitman	1,892	359	18.97%
Mississippi	DeSoto	31,861	6,099	19.14%
Mississippi	Sharkey	1,272	247	19.42%
Mississippi	Yazoo	5,428	1,059	19.51%
Mississippi	Wayne	4,685	926	19.77%
Mississippi	Lamar	11,019	2,198	19.95%
Mississippi	Pike	9,730	1,942	19.96%
Mississippi	Kemper	2,361	473	20.03%
Mississippi	Walthall	3,731	753	20.18%
Mississippi	Rankin	30,157	6,219	20.62%
Mississippi	Madison	19,990	4,186	20.94%
Mississippi	Jones	15,483	3,276	21.16%
Mississippi	Attala	4,806	1,018	21.18%
Mississippi	Tate	6,489	1,377	21.22%
Mississippi	Washington	11,364	2,446	21.52%
Mississippi	Simpson	6,698	1,452	21.68%
Mississippi	Covington	4,703	1,037	22.05%
Mississippi	Panola	8,132	1,800	22.13%
Mississippi	Forrest	15,582	3,454	22.17%
Mississippi	Leake	4,902	1,093	22.30%
Mississippi	Marshall	8,615	1,933	22.44%
Mississippi	Jasper	4,520	1,033	22.85%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Mississippi	Claiborne	2,074	478	23.05%
Mississippi	Marion	6,323	1,460	23.09%
Mississippi	Tunica	2,120	499	23.54%
Mississippi	Harrison	43,647	10,348	23.71%
Mississippi	Stone	4,285	1,020	23.80%
Mississippi	George	5,291	1,291	24.40%
Mississippi	Holmes	4,514	1,118	24.77%
Mississippi	Scott	6,203	1,541	24.84%
Mississippi	Jackson	30,766	7,972	25.91%
Mississippi	Pearl River	14,714	3,932	26.72%
Mississippi	Copiah	6,757	2,040	30.19%
Mississippi	Hinds	46,163	14,408	31.21%
Mississippi	Hancock	11,828	3,800	32.13%
Missouri	Scotland	1,070	77	7.20%
Missouri	Atchison	1,553	113	7.28%
Missouri	Knox	1,067	90	8.43%
Missouri	Nodaway	4,271	361	8.45%
Missouri	Grundy	2,692	238	8.84%
Missouri	Clark	1,753	158	9.01%
Missouri	Gentry	1,697	156	9.19%
Missouri	Worth	581	58	9.98%
Missouri	Holt	1,309	137	10.47%
Missouri	Mercer	987	104	10.54%
Missouri	Harrison	2,394	260	10.86%
Missouri	Adair	5,155	580	11.25%
Missouri	Putnam	1,515	172	11.35%
Missouri	Andrew	4,179	479	11.46%
Missouri	Sullivan	1,664	192	11.54%
Missouri	Schuyler	1,083	126	11.63%
Missouri	Lewis	2,411	287	11.90%
Missouri	Macon	4,330	540	12.47%
Missouri	Mississippi	3,229	406	12.57%
Missouri	Linn	3,484	451	12.94%
Missouri	Cape Girardeau	17,321	2,275	13.13%
Missouri	Shelby	1,690	224	13.25%
Missouri	Chariton	2,201	292	13.27%
Missouri	Monroe	2,529	337	13.33%
Missouri	Marion	7,299	1,054	14.44%
Missouri	Pulaski	7,339	1,077	14.68%
Missouri	Livingston	3,730	548	14.69%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Missouri	Perry	4,638	695	14.98%
Missouri	Ripley	3,928	589	14.99%
Missouri	Carter	1,873	286	15.27%
Missouri	Ralls	2,941	449	15.27%
Missouri	Bollinger	3,301	515	15.60%
Missouri	New Madrid	4,728	743	15.71%
Missouri	Butler	12,166	1,921	15.79%
Missouri	Dent	4,506	713	15.82%
Missouri	DeKalb	2,660	425	15.98%
Missouri	Reynolds	2,177	349	16.03%
Missouri	Scott	10,545	1,690	16.03%
Missouri	Buchanan	19,236	3,206	16.67%
Missouri	Daviess	2,139	375	17.53%
Missouri	Oregon	3,161	563	17.81%
Missouri	Texas	7,084	1,274	17.98%
Missouri	Wayne	4,238	762	17.98%
Missouri	Iron	3,452	627	18.16%
Missouri	Carroll	2,542	472	18.57%
Missouri	Dunklin	8,073	1,499	18.57%
Missouri	Maries	2,371	473	19.95%
Missouri	Morgan	6,802	1,358	19.96%
Missouri	Camden	15,269	3,127	20.48%
Missouri	Madison	3,709	763	20.57%
Missouri	Stoddard	8,226	1,706	20.74%
Missouri	Clinton	5,190	1,121	21.60%
Missouri	Caldwell	2,359	512	21.70%
Missouri	Audrain	6,080	1,345	22.12%
Missouri	Phelps	9,851	2,184	22.17%
Missouri	Shannon	2,380	529	22.23%
Missouri	Randolph	5,847	1,322	22.61%
Missouri	Pike	4,126	934	22.64%
Missouri	Pettis	9,524	2,175	22.84%
Missouri	Barton	3,269	762	23.31%
Missouri	Montgomery	3,246	762	23.48%
Missouri	Pemiscot	4,232	1,009	23.84%
Missouri	Johnson	9,298	2,351	25.29%
Missouri	Howard	2,379	609	25.60%
Missouri	Ste. Genevieve	4,774	1,244	26.06%
Missouri	Bates	4,282	1,128	26.34%
Missouri	Howell	11,880	3,159	26.59%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Missouri	Cooper	4,140	1,104	26.67%
Missouri	Platte	19,079	5,111	26.79%
Missouri	Newton	14,349	3,879	27.03%
Missouri	Miller	6,281	1,706	27.16%
Missouri	Benton	7,860	2,136	27.18%
Missouri	Vernon	5,197	1,427	27.46%
Missouri	Saline	5,308	1,469	27.68%
Missouri	Moniteau	3,307	921	27.85%
Missouri	Henry	6,935	1,981	28.57%
Missouri	Jasper	26,037	7,467	28.68%
Missouri	Osage	3,007	864	28.73%
Missouri	St. Clair	3,122	927	29.69%
Missouri	St. Francois	16,721	4,969	29.72%
Missouri	Ray	5,626	1,673	29.74%
Missouri	Clay	46,305	13,794	29.79%
Missouri	Lafayette	8,024	2,574	32.08%
Missouri	Boone	29,660	9,562	32.24%
Missouri	Callaway	10,087	3,283	32.55%
Missouri	Cole	16,484	5,465	33.15%
Missouri	Ozark	3,359	1,114	33.16%
Missouri	McDonald	4,901	1,648	33.63%
Missouri	Gasconade	4,352	1,485	34.12%
Missouri	Washington	6,119	2,145	35.05%
Missouri	Hickory	3,680	1,302	35.38%
Missouri	Cedar	4,511	1,623	35.98%
Missouri	Barry	9,968	3,644	36.56%
Missouri	Crawford	6,691	2,446	36.56%
Missouri	Lincoln	11,353	4,216	37.14%
Missouri	Taney	16,438	6,169	37.53%
Missouri	Stone	12,382	4,654	37.59%
Missouri	Wright	5,765	2,172	37.68%
Missouri	Cass	22,863	8,760	38.32%
Missouri	Dade	2,409	951	39.48%
Missouri	Douglas	3,965	1,583	39.92%
Missouri	Jackson	134,993	54,055	40.04%
Missouri	St. Louis City	57,036	23,015	40.35%
Missouri	St. Louis	220,199	89,900	40.83%
Missouri	Christian	19,607	8,030	40.95%
Missouri	Lawrence	9,926	4,076	41.06%
Missouri	Polk	8,251	3,484	42.23%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Missouri	St. Charles	75,224	32,781	43.58%
Missouri	Greene	64,687	28,321	43.78%
Missouri	Warren	8,266	3,678	44.50%
Missouri	Dallas	5,022	2,275	45.30%
Missouri	Laclede	9,334	4,249	45.52%
Missouri	Webster	9,147	4,203	45.95%
Missouri	Jefferson	47,476	22,718	47.85%
Missouri	Franklin	24,578	13,076	53.20%
Montana	Richland	2,160	12	0.56%
Montana	Glacier	2,166	14	0.65%
Montana	Hill	3,255	23	0.71%
Montana	Toole	1,057	18	1.70%
Montana	Roosevelt	1,855	35	1.89%
Montana	Daniels	510	11	2.16%
Montana	Park	4,660	116	2.49%
Montana	Fallon	607	17	2.80%
Montana	Valley	1,976	56	2.83%
Montana	Garfield	323	11	3.41%
Montana	Liberty	512	19	3.71%
Montana	Meagher	631	24	3.80%
Montana	Dawson	2,126	84	3.95%
Montana	Phillips	1,073	52	4.85%
Montana	Sheridan	1,011	52	5.14%
Montana	Custer	2,906	152	5.23%
Montana	Carter	374	20	5.35%
Montana	Prairie	401	22	5.49%
Montana	Powder River	437	31	7.09%
Montana	Madison	2,760	221	8.01%
Montana	Rosebud	1,907	167	8.76%
Montana	Powell	1,814	166	9.15%
Montana	Granite	1,164	108	9.28%
Montana	Beaverhead	2,601	261	10.03%
Montana	Big Horn	2,100	228	10.86%
Montana	Deer Lodge	3,338	392	11.74%
Montana	Pondera	1,488	185	12.43%
Montana	Petroleum	119	15	12.61%
Montana	Wheatland	630	80	12.70%
Montana	Broadwater	1,779	234	13.15%
Montana	Sweet Grass	1,086	144	13.26%
Montana	Silver Bow	8,724	1,234	14.14%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Montana	Mineral	1,708	243	14.23%
Montana	Jefferson	3,449	494	14.32%
Montana	Musselshell	1,619	234	14.45%
Montana	Chouteau	1,387	210	15.14%
Montana	Golden Valley	354	54	15.25%
Montana	Sanders	4,708	724	15.38%
Montana	Lake	8,543	1,436	16.81%
Montana	Gallatin	17,870	3,080	17.24%
Montana	Judith Basin	636	110	17.30%
Montana	Treasure	242	43	17.77%
Montana	Missoula	24,837	4,428	17.83%
Montana	Fergus	3,375	631	18.70%
Montana	Stillwater	2,719	520	19.12%
Montana	Lewis and Clark	16,905	3,283	19.42%
Montana	Carbon	3,221	630	19.56%
Montana	Ravalli	14,439	3,147	21.80%
Montana	Flathead	26,521	5,888	22.20%
Montana	Yellowstone	33,742	7,728	22.90%
Montana	Cascade	19,279	4,694	24.35%
Montana	Lincoln	8,086	2,134	26.39%
Montana	Teton	1,703	472	27.72%
Nebraska	Holt	2,825	12	0.42%
Nebraska	York	3,365	23	0.68%
Nebraska	Antelope	1,777	13	0.73%
Nebraska	Phelps	2,278	19	0.83%
Nebraska	Thayer	1,543	13	0.84%
Nebraska	Pierce	1,589	17	1.07%
Nebraska	Polk	1,412	16	1.13%
Nebraska	Richardson	2,328	27	1.16%
Nebraska	Valley	1,176	14	1.19%
Nebraska	Thurston	1,158	14	1.21%
Nebraska	Red Willow	2,704	35	1.29%
Nebraska	Custer	2,878	41	1.42%
Nebraska	Fillmore	1,666	24	1.44%
Nebraska	Johnson	1,098	16	1.46%
Nebraska	Kimball	1,099	16	1.46%
Nebraska	Howard	1,564	29	1.85%
Nebraska	Webster	1,035	22	2.13%
Nebraska	Harlan	1,021	22	2.15%
Nebraska	Nemaha	1,700	45	2.65%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Nebraska	Perkins	768	25	3.26%
Nebraska	Hamilton	2,322	78	3.36%
Nebraska	Boone	1,395	56	4.01%
Nebraska	Colfax	1,707	70	4.10%
Nebraska	Nance	917	38	4.14%
Nebraska	Kearney	1,539	65	4.22%
Nebraska	Box Butte	2,555	116	4.54%
Nebraska	Merrick	2,035	93	4.57%
Nebraska	Platte	6,896	332	4.81%
Nebraska	Morrill	1,233	69	5.60%
Nebraska	Cuming	2,271	139	6.12%
Nebraska	Adams	7,494	495	6.61%
Nebraska	Saline	2,753	182	6.61%
Nebraska	Thomas	220	15	6.82%
Nebraska	Cheyenne	2,390	174	7.28%
Nebraska	Seward	3,761	275	7.31%
Nebraska	Gosper	654	50	7.65%
Nebraska	Keith	2,462	193	7.84%
Nebraska	Wayne	1,700	134	7.88%
Nebraska	Scotts Bluff	8,870	721	8.13%
Nebraska	Dawson	4,674	404	8.64%
Nebraska	Sheridan	1,530	135	8.82%
Nebraska	Sherman	912	81	8.88%
Nebraska	Logan	180	16	8.89%
Nebraska	Buffalo	8,934	807	9.03%
Nebraska	Butler	2,038	184	9.03%
Nebraska	Stanton	1,250	113	9.04%
Nebraska	Hall	11,434	1,069	9.35%
Nebraska	Jefferson	2,107	205	9.73%
Nebraska	McPherson	109	11	10.09%
Nebraska	Knox	2,422	261	10.78%
Nebraska	Dawes	1,935	209	10.80%
Nebraska	Madison	7,493	975	13.01%
Nebraska	Burt	1,962	271	13.81%
Nebraska	Gage	5,903	828	14.03%
Nebraska	Cedar	2,058	297	14.43%
Nebraska	Lincoln	8,504	1,231	14.48%
Nebraska	Otoe	3,800	558	14.68%
Nebraska	Dixon	1,414	232	16.41%
Nebraska	Lancaster	53,456	9,084	16.99%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Nebraska	Saunders	4,840	846	17.48%
Nebraska	Dodge	8,798	1,596	18.14%
Nebraska	Cass	5,901	1,079	18.29%
Nebraska	Sarpy	28,455	5,963	20.96%
Nebraska	Dakota	3,669	801	21.83%
Nebraska	Washington	4,632	1,023	22.09%
Nebraska	Douglas	94,700	27,277	28.80%
Nevada	Pershing	1,187	15	1.26%
Nevada	White Pine	2,107	29	1.38%
Nevada	Humboldt	3,190	51	1.60%
Nevada	Elko	7,517	121	1.61%
Nevada	Lincoln	1,241	35	2.82%
Nevada	Churchill	6,455	630	9.76%
Nevada	Mineral	1,482	154	10.39%
Nevada	Douglas	17,408	2,356	13.53%
Nevada	Carson City	15,672	2,260	14.42%
Nevada	Storey	1,670	290	17.37%
Nevada	Lyon	16,566	3,375	20.37%
Nevada	Washoe	98,174	27,997	28.52%
Nevada	Clark	395,944	157,198	39.70%
Nevada	Nye	18,513	8,310	44.89%
New Hampshire	Sullivan	12,283	1,276	10.39%
New Hampshire	Coos	11,005	1,273	11.57%
New Hampshire	Grafton	23,574	3,476	14.75%
New Hampshire	Carroll	17,399	2,595	14.91%
New Hampshire	Cheshire	20,328	3,216	15.82%
New Hampshire	Rockingham	72,770	12,112	16.64%
New Hampshire	Strafford	27,745	4,697	16.93%
New Hampshire	Belknap	19,897	3,560	17.89%
New Hampshire	Hillsborough	87,111	16,638	19.10%
New Hampshire	Merrimack	37,804	8,012	21.19%
New Jersey	Cape May	30,545	6,087	19.93%
New Jersey	Sussex	32,429	6,893	21.26%
New Jersey	Monmouth	137,023	29,769	21.73%
New Jersey	Warren	24,951	5,501	22.05%
New Jersey	Morris	100,946	22,705	22.49%
New Jersey	Somerset	62,857	14,225	22.63%
New Jersey	Salem	15,537	3,579	23.04%
New Jersey	Bergen	185,461	43,852	23.64%
New Jersey	Hunterdon	28,477	6,930	24.34%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
New Jersey	Atlantic	62,405	15,627	25.04%
New Jersey	Middlesex	150,736	40,507	26.87%
New Jersey	Gloucester	61,039	16,709	27.37%
New Jersey	Ocean	165,109	46,044	27.89%
New Jersey	Camden	105,451	29,740	28.20%
New Jersey	Burlington	96,892	28,248	29.15%
New Jersey	Cumberland	30,726	9,236	30.06%
New Jersey	Union	96,614	31,296	32.39%
New Jersey	Passaic	92,203	30,422	32.99%
New Jersey	Mercer	72,291	23,989	33.18%
New Jersey	Essex	131,389	46,491	35.38%
New Jersey	Hudson	90,932	32,171	35.38%
New Mexico	Lea	9,895	251	2.54%
New Mexico	Eddy	10,834	341	3.15%
New Mexico	DeBaca	591	20	3.38%
New Mexico	Union	1,048	39	3.72%
New Mexico	Harding	254	18	7.09%
New Mexico	Mora	1,629	120	7.37%
New Mexico	Los Alamos	3,936	318	8.08%
New Mexico	Roosevelt	3,338	321	9.62%
New Mexico	Guadalupe	1,088	105	9.65%
New Mexico	McKinley	12,037	1,274	10.58%
New Mexico	Quay	2,820	303	10.74%
New Mexico	San Juan	22,720	3,081	13.56%
New Mexico	Curry	8,133	1,165	14.32%
New Mexico	Catron	1,655	260	15.71%
New Mexico	Lincoln	7,041	1,369	19.44%
New Mexico	Colfax	4,079	830	20.35%
New Mexico	Chaves	13,136	2,813	21.41%
New Mexico	Otero	14,455	3,237	22.39%
New Mexico	Cibola	5,312	1,196	22.52%
New Mexico	Taos	10,589	2,849	26.91%
New Mexico	Grant	9,416	2,563	27.22%
New Mexico	Socorro	4,097	1,186	28.95%
New Mexico	Hidalgo	1,201	358	29.81%
New Mexico	Santa Fe	44,618	13,798	30.92%
New Mexico	San Miguel	7,650	2,424	31.69%
New Mexico	Sierra	5,056	1,621	32.06%
New Mexico	Rio Arriba	10,140	3,291	32.46%
New Mexico	Dona Ana	44,849	16,509	36.81%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
New Mexico	Luna	7,338	2,937	40.02%
New Mexico	Torrance	4,065	1,713	42.14%
New Mexico	Sandoval	34,376	14,775	42.98%
New Mexico	Bernalillo	139,268	67,036	48.13%
New Mexico	Valencia	17,664	8,531	48.30%
New York	Sullivan	19,077	3,364	17.63%
New York	Suffolk	313,016	59,039	18.86%
New York	Putnam	21,244	4,439	20.90%
New York	Rockland	61,789	13,029	21.09%
New York	Orange	70,636	15,238	21.57%
New York	Dutchess	64,939	14,527	22.37%
New York	Nassau	290,115	66,725	23.00%
New York	Otsego	16,099	3,883	24.12%
New York	Clinton	19,726	4,847	24.57%
New York	Essex	10,815	2,686	24.84%
New York	Ulster	44,335	11,301	25.49%
New York	Franklin	12,212	3,127	25.61%
New York	Westchester	191,030	51,135	26.77%
New York	Tompkins	18,416	5,090	27.64%
New York	St. Lawrence	25,230	7,082	28.07%
New York	Delaware	13,336	4,060	30.44%
New York	Columbia	17,183	5,251	30.56%
New York	Schoharie	8,146	2,502	30.71%
New York	Cortland	10,277	3,224	31.37%
New York	Jefferson	21,923	7,046	32.14%
New York	Hamilton	1,903	631	33.16%
New York	Lewis	6,456	2,150	33.30%
New York	Greene	13,109	4,533	34.58%
New York	New York	312,342	114,067	36.52%
New York	Cayuga	18,212	6,655	36.54%
New York	Richmond	97,154	35,996	37.05%
New York	Allegany	11,342	4,348	38.34%
New York	Herkimer	16,721	6,416	38.37%
New York	Chenango	13,702	5,315	38.79%
New York	Tioga	12,436	4,895	39.36%
New York	Oneida	56,047	22,309	39.80%
New York	Madison	16,036	6,432	40.11%
New York	Oswego	27,032	10,946	40.49%
New York	Schuyler	5,262	2,153	40.92%
New York	Montgomery	13,774	5,730	41.60%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
New York	Broome	47,506	19,766	41.61%
New York	Warren	19,458	8,178	42.03%
New York	Washington	15,991	6,765	42.31%
New York	Chemung	21,387	9,059	42.36%
New York	Rensselaer	35,530	15,050	42.36%
New York	Kings	406,098	172,231	42.41%
New York	Steuben	24,030	10,273	42.75%
New York	Albany	66,608	28,738	43.14%
New York	Seneca	8,409	3,654	43.45%
New York	Saratoga	53,423	23,684	44.33%
New York	Queens	396,705	180,145	45.41%
New York	Cattaraugus	19,677	9,051	46.00%
New York	Schenectady	35,457	16,389	46.22%
New York	Fulton	15,189	7,036	46.32%
New York	Chautauqua	32,812	15,210	46.35%
New York	Onondaga	100,484	46,949	46.72%
New York	Yates	6,457	3,333	51.62%
New York	Wyoming	9,508	5,036	52.97%
New York	Orleans	9,579	5,159	53.86%
New York	Genesee	14,117	7,646	54.16%
New York	Bronx	229,604	126,729	55.19%
New York	Wayne	23,764	13,212	55.60%
New York	Ontario	28,274	16,166	57.18%
New York	Livingston	14,749	8,478	57.48%
New York	Niagara	52,708	30,728	58.30%
New York	Erie	206,587	123,814	59.93%
New York	Monroe	165,624	108,705	65.63%
North Carolina	Dare	10,125	1,226	12.11%
North Carolina	Currituck	5,909	810	13.71%
North Carolina	Craven	26,165	3,680	14.06%
North Carolina	Pamlico	4,501	669	14.86%
North Carolina	Camden	2,262	337	14.90%
North Carolina	Onslow	28,630	4,285	14.97%
North Carolina	Chowan	4,506	715	15.87%
North Carolina	Carteret	20,958	3,539	16.89%
North Carolina	Perquimans	4,376	755	17.25%
North Carolina	Jones	2,971	563	18.95%
North Carolina	Gates	2,742	527	19.22%
North Carolina	Swain	4,470	871	19.49%
North Carolina	Pasquotank	9,304	1,833	19.70%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
North Carolina	Bertie	5,920	1,200	20.27%
North Carolina	Tyrrell	940	193	20.53%
North Carolina	Beaufort	14,518	3,076	21.19%
North Carolina	Martin	6,777	1,436	21.19%
North Carolina	Lenoir	15,407	3,323	21.57%
North Carolina	Greene	4,520	990	21.90%
North Carolina	New Hanover	51,066	11,321	22.17%
North Carolina	Macon	12,991	2,901	22.33%
North Carolina	Pitt	33,165	7,417	22.36%
North Carolina	Washington	3,677	832	22.63%
North Carolina	Brunswick	52,899	12,169	23.00%
North Carolina	Hertford	5,992	1,386	23.13%
North Carolina	Polk	7,262	1,699	23.40%
North Carolina	Clay	4,397	1,032	23.47%
North Carolina	Northampton	6,149	1,463	23.79%
North Carolina	Wilson	20,714	4,934	23.82%
North Carolina	Edgecombe	13,945	3,351	24.03%
North Carolina	Duplin	11,758	2,850	24.24%
North Carolina	Pender	14,516	3,561	24.53%
North Carolina	Hyde	1,266	316	24.96%
North Carolina	Nash	24,038	6,087	25.32%
North Carolina	Avery	5,276	1,395	26.44%
North Carolina	Jackson	9,935	2,628	26.45%
North Carolina	Wayne	26,187	6,947	26.53%
North Carolina	Richmond	11,539	3,068	26.59%
North Carolina	Cherokee	10,824	2,911	26.89%
North Carolina	Halifax	15,106	4,097	27.12%
North Carolina	Columbus	14,333	4,002	27.92%
North Carolina	Hoke	8,183	2,285	27.92%
North Carolina	Ashe	8,488	2,372	27.95%
North Carolina	Lee	13,818	3,866	27.98%
North Carolina	Watauga	10,463	2,948	28.18%
North Carolina	Harnett	23,558	6,683	28.37%
North Carolina	Cumberland	58,529	16,721	28.57%
North Carolina	Graham	2,380	686	28.82%
North Carolina	Scotland	9,283	2,676	28.83%
North Carolina	Transylvania	11,598	3,371	29.07%
North Carolina	Henderson	36,942	10,752	29.11%
North Carolina	Rutherford	18,007	5,311	29.49%
North Carolina	Buncombe	66,660	19,749	29.63%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
North Carolina	Moore	28,252	8,487	30.04%
North Carolina	Durham	52,919	16,587	31.34%
North Carolina	Mitchell	4,935	1,563	31.67%
North Carolina	Warren	5,896	1,883	31.94%
North Carolina	Johnston	37,561	12,096	32.20%
North Carolina	Anson	5,841	1,882	32.22%
North Carolina	Bladen	8,702	2,812	32.31%
North Carolina	Granville	13,224	4,276	32.34%
North Carolina	Cleveland	25,796	8,345	32.35%
North Carolina	Montgomery	6,699	2,171	32.41%
North Carolina	Yancey	6,161	1,997	32.41%
North Carolina	Lincoln	20,222	6,606	32.67%
North Carolina	Madison	6,498	2,127	32.73%
North Carolina	Union	37,048	12,170	32.85%
North Carolina	Sampson	14,227	4,690	32.97%
North Carolina	Robeson	26,406	8,743	33.11%
North Carolina	Haywood	19,756	6,568	33.25%
North Carolina	Wake	160,374	53,494	33.36%
North Carolina	Franklin	14,662	4,897	33.40%
North Carolina	Orange	26,838	8,971	33.43%
North Carolina	Alleghany	3,613	1,234	34.15%
North Carolina	Stanly	15,087	5,202	34.48%
North Carolina	Mecklenburg	155,624	54,359	34.93%
North Carolina	Vance	11,532	4,065	35.25%
North Carolina	Catawba	39,109	13,970	35.72%
North Carolina	McDowell	12,670	4,530	35.75%
North Carolina	Chatham	21,679	8,046	37.11%
North Carolina	Iredell	37,682	14,061	37.31%
North Carolina	Alexander	9,378	3,502	37.34%
North Carolina	Cabarrus	37,575	14,405	38.34%
North Carolina	Person	10,116	3,943	38.98%
North Carolina	Burke	23,189	9,197	39.66%
North Carolina	Gaston	48,660	19,757	40.60%
North Carolina	Caldwell	21,152	8,973	42.42%
North Carolina	Rowan	33,949	14,760	43.48%
North Carolina	Wilkes	18,953	8,710	45.96%
North Carolina	Caswell	6,637	3,081	46.42%
North Carolina	Surry	19,821	9,394	47.39%
North Carolina	Davie	11,183	5,506	49.24%
North Carolina	Forsyth	78,416	40,367	51.48%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
North Carolina	Guilford	104,566	54,073	51.71%
North Carolina	Alamance	36,158	19,063	52.72%
North Carolina	Davidson	40,272	21,643	53.74%
North Carolina	Rockingham	25,065	13,853	55.27%
North Carolina	Yadkin	9,489	5,255	55.38%
North Carolina	Stokes	12,505	6,981	55.83%
North Carolina	Randolph	33,165	18,562	55.97%
North Dakota	Mountrail	1,682	12	0.71%
North Dakota	McKenzie	1,386	20	1.44%
North Dakota	Rolette	2,344	44	1.88%
North Dakota	Towner	698	26	3.72%
North Dakota	Benson	1,218	55	4.52%
North Dakota	Sioux	509	24	4.72%
North Dakota	Ramsey	2,887	199	6.89%
North Dakota	Wells	1,299	91	7.01%
North Dakota	Billings	202	15	7.43%
North Dakota	Williams	4,316	327	7.58%
North Dakota	Sargent	993	76	7.65%
North Dakota	Nelson	1,031	92	8.92%
North Dakota	Cavalier	1,138	105	9.23%
North Dakota	Bowman	778	74	9.51%
North Dakota	Adams	757	85	11.23%
North Dakota	Pembina	1,928	220	11.41%
North Dakota	Ransom	1,385	162	11.70%
North Dakota	Stark	5,113	604	11.81%
North Dakota	Dunn	841	101	12.01%
North Dakota	Eddy	689	84	12.19%
North Dakota	Walsh	2,780	350	12.59%
North Dakota	Hettinger	709	91	12.83%
North Dakota	McHenry	1,456	189	12.98%
North Dakota	Slope	192	25	13.02%
North Dakota	Dickey	1,211	160	13.21%
North Dakota	Traill	1,862	255	13.69%
North Dakota	McLean	2,681	377	14.06%
North Dakota	Ward	10,840	1,580	14.58%
North Dakota	Steele	516	77	14.92%
North Dakota	Mercer	1,963	300	15.28%
North Dakota	Sheridan	457	72	15.75%
North Dakota	Pierce	1,154	184	15.94%
North Dakota	Grand Forks	11,558	1,959	16.95%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
North Dakota	Foster	831	141	16.97%
North Dakota	Barnes	2,866	487	16.99%
North Dakota	Griggs	750	132	17.60%
North Dakota	Oliver	484	89	18.39%
North Dakota	Grant	762	141	18.50%
North Dakota	McIntosh	959	187	19.50%
North Dakota	Logan	564	119	21.10%
North Dakota	Cass	27,184	5,884	21.65%
North Dakota	Emmons	1,045	229	21.91%
North Dakota	LaMoure	1,159	257	22.17%
North Dakota	Burleigh	18,426	4,291	23.29%
North Dakota	Richland	3,507	835	23.81%
North Dakota	Morton	6,549	1,727	26.37%
North Dakota	Kidder	700	199	28.43%
North Dakota	Stutsman	5,235	1,577	30.12%
Ohio	Wyandot	5,294	1,206	22.78%
Ohio	Seneca	13,239	3,022	22.83%
Ohio	Mercer	9,145	2,161	23.63%
Ohio	Putnam	7,156	1,697	23.71%
Ohio	Lawrence	15,417	3,710	24.06%
Ohio	Washington	16,177	4,078	25.21%
Ohio	Scioto	18,069	4,579	25.34%
Ohio	Huron	13,782	3,512	25.48%
Ohio	Hardin	6,603	1,686	25.53%
Ohio	Henry	6,556	1,678	25.59%
Ohio	Logan	10,915	2,805	25.70%
Ohio	Shelby	10,141	2,616	25.80%
Ohio	Auglaize	10,579	2,754	26.03%
Ohio	Crawford	11,426	3,113	27.24%
Ohio	Pike	7,012	1,922	27.41%
Ohio	Vinton	3,146	875	27.81%
Ohio	Gallia	7,406	2,069	27.94%
Ohio	Hancock	16,215	4,530	27.94%
Ohio	Williams	9,105	2,545	27.95%
Ohio	Jackson	7,904	2,214	28.01%
Ohio	Athens	11,429	3,207	28.06%
Ohio	Sandusky	14,258	4,019	28.19%
Ohio	Noble	2,893	830	28.69%
Ohio	Ashtabula	24,768	7,198	29.06%
Ohio	Defiance	9,505	2,772	29.16%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Ohio	Darke	12,349	3,622	29.33%
Ohio	Guernsey	10,062	2,954	29.36%
Ohio	Hocking	7,179	2,111	29.41%
Ohio	Adams	7,171	2,175	30.33%
Ohio	Van Wert	6,871	2,086	30.36%
Ohio	Coshocton	8,857	2,711	30.61%
Ohio	Paulding	4,604	1,421	30.86%
Ohio	Meigs	5,885	1,818	30.89%
Ohio	Erie	20,794	6,506	31.29%
Ohio	Richland	30,289	9,485	31.31%
Ohio	Highland	10,724	3,395	31.66%
Ohio	Fulton	9,890	3,139	31.74%
Ohio	Allen	23,750	7,644	32.19%
Ohio	Knox	14,230	4,590	32.26%
Ohio	Perry	8,384	2,762	32.94%
Ohio	Ottawa	12,823	4,258	33.21%
Ohio	Morrow	7,910	2,646	33.45%
Ohio	Holmes	5,395	1,838	34.07%
Ohio	Harrison	4,101	1,403	34.21%
Ohio	Ross	17,395	5,983	34.39%
Ohio	Muskingum	21,474	7,481	34.84%
Ohio	Jefferson	17,752	6,232	35.11%
Ohio	Morgan	3,817	1,352	35.42%
Ohio	Clinton	9,720	3,459	35.59%
Ohio	Fayette	6,987	2,524	36.12%
Ohio	Greene	34,891	12,612	36.15%
Ohio	Union	9,727	3,530	36.29%
Ohio	Delaware	35,340	12,829	36.30%
Ohio	Geauga	22,489	8,170	36.33%
Ohio	Wood	26,187	9,732	37.16%
Ohio	Preble	10,160	3,781	37.21%
Ohio	Marion	15,131	5,650	37.34%
Ohio	Ashland	12,286	4,606	37.49%
Ohio	Brown	11,032	4,223	38.28%
Ohio	Warren	42,860	16,992	39.65%
Ohio	Miami	24,722	9,807	39.67%
Ohio	Champaign	9,134	3,692	40.42%
Ohio	Hamilton	158,147	64,253	40.63%
Ohio	Butler	72,920	29,659	40.67%
Ohio	Monroe	4,146	1,699	40.98%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Ohio	Lake	55,830	22,980	41.16%
Ohio	Lorain	70,942	29,480	41.56%
Ohio	Licking	37,496	15,640	41.71%
Ohio	Wayne	24,974	10,471	41.93%
Ohio	Medina	39,823	17,060	42.84%
Ohio	Franklin	198,281	85,120	42.93%
Ohio	Madison	8,856	3,802	42.93%
Ohio	Clermont	44,433	19,163	43.13%
Ohio	Cuyahoga	272,396	118,888	43.65%
Ohio	Columbiana	26,529	11,582	43.66%
Ohio	Belmont	17,166	7,545	43.95%
Ohio	Tuscarawas	21,814	9,684	44.39%
Ohio	Lucas	90,796	40,358	44.45%
Ohio	Pickaway	12,080	5,454	45.15%
Ohio	Fairfield	32,386	14,664	45.28%
Ohio	Carroll	7,181	3,349	46.64%
Ohio	Montgomery	118,918	55,794	46.92%
Ohio	Clark	32,667	15,340	46.96%
Ohio	Portage	34,612	16,364	47.28%
Ohio	Trumbull	54,529	26,528	48.65%
Ohio	Summit	120,617	61,131	50.68%
Ohio	Mahoning	60,467	30,941	51.17%
Ohio	Stark	90,452	48,767	53.91%
Oklahoma	Cimarron	654	15	2.29%
Oklahoma	Greer	1,382	34	2.46%
Oklahoma	Beaver	1,169	30	2.57%
Oklahoma	Texas	2,988	98	3.28%
Oklahoma	Harper	927	33	3.56%
Oklahoma	Woods	1,810	66	3.65%
Oklahoma	Ellis	1,033	41	3.97%
Oklahoma	Harmon	694	28	4.03%
Oklahoma	Roger Mills	907	37	4.08%
Oklahoma	Woodward	3,942	166	4.21%
Oklahoma	Jackson	4,864	217	4.46%
Oklahoma	Grant	1,175	54	4.60%
Oklahoma	Major	1,845	85	4.61%
Oklahoma	Alfalfa	1,259	59	4.69%
Oklahoma	Washita	2,587	122	4.72%
Oklahoma	Blaine	2,414	117	4.85%
Oklahoma	Tillman	1,856	90	4.85%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Oklahoma	Coal	1,285	71	5.53%
Oklahoma	Atoka	3,571	205	5.74%
Oklahoma	Cotton	1,483	86	5.80%
Oklahoma	Beckham	4,246	254	5.98%
Oklahoma	Dewey	1,286	78	6.07%
Oklahoma	Pontotoc	8,679	547	6.30%
Oklahoma	McCurtain	7,893	510	6.46%
Oklahoma	Choctaw	4,211	298	7.08%
Oklahoma	Murray	3,579	266	7.43%
Oklahoma	Noble	2,824	211	7.47%
Oklahoma	Bryan	10,173	776	7.63%
Oklahoma	Caddo	6,540	512	7.83%
Oklahoma	Payne	13,362	1,115	8.34%
Oklahoma	Custer	5,262	441	8.38%
Oklahoma	Garfield	12,914	1,113	8.62%
Oklahoma	Love	2,638	229	8.68%
Oklahoma	Jefferson	1,702	152	8.93%
Oklahoma	Carter	11,522	1,078	9.36%
Oklahoma	Comanche	21,009	1,974	9.40%
Oklahoma	Johnston	2,854	270	9.46%
Oklahoma	Latimer	3,123	299	9.57%
Oklahoma	Pushmataha	3,501	336	9.60%
Oklahoma	Washington	13,070	1,281	9.80%
Oklahoma	Marshall	4,366	432	9.89%
Oklahoma	Kiowa	2,453	245	9.99%
Oklahoma	Adair	4,907	537	10.94%
Oklahoma	Kingfisher	3,249	369	11.36%
Oklahoma	Haskell	3,524	417	11.83%
Oklahoma	Okfuskee	2,984	358	12.00%
Oklahoma	Stephens	12,546	1,509	12.03%
Oklahoma	Nowata	2,720	330	12.13%
Oklahoma	McIntosh	6,808	833	12.24%
Oklahoma	Kay	11,098	1,367	12.32%
Oklahoma	Craig	4,342	552	12.71%
Oklahoma	Cherokee	10,704	1,387	12.96%
Oklahoma	Garvin	6,869	893	13.00%
Oklahoma	Hughes	3,516	457	13.00%
Oklahoma	Pittsburg	11,724	1,542	13.15%
Oklahoma	Pawnee	4,478	594	13.26%
Oklahoma	McClain	9,036	1,351	14.95%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Oklahoma	Muskogee	17,352	2,614	15.06%
Oklahoma	Ottawa	8,938	1,425	15.94%
Oklahoma	Seminole	6,213	1,072	17.25%
Oklahoma	Le Flore	12,125	2,154	17.76%
Oklahoma	Delaware	13,000	2,310	17.77%
Oklahoma	Grady	11,958	2,239	18.72%
Oklahoma	Mayes	10,530	2,006	19.05%
Oklahoma	Okmulgee	10,085	1,941	19.25%
Oklahoma	Sequoyah	10,732	2,152	20.05%
Oklahoma	Lincoln	8,532	1,819	21.32%
Oklahoma	Cleveland	50,092	10,985	21.93%
Oklahoma	Rogers	20,486	4,585	22.38%
Oklahoma	Logan	9,966	2,282	22.90%
Oklahoma	Osage	11,892	2,741	23.05%
Oklahoma	Pottawatomie	16,843	4,000	23.75%
Oklahoma	Oklahoma	140,610	36,710	26.11%
Oklahoma	Canadian	24,695	6,493	26.29%
Oklahoma	Wagoner	16,954	5,256	31.00%
Oklahoma	Creek	17,923	5,658	31.57%
Oklahoma	Tulsa	123,592	39,815	32.21%
Oregon	Wallowa	2,690	141	5.24%
Oregon	Lake	2,565	144	5.61%
Oregon	Baker	5,546	315	5.68%
Oregon	Gilliam	619	39	6.30%
Oregon	Umatilla	15,918	1,099	6.90%
Oregon	Morrow	2,465	174	7.06%
Oregon	Harney	2,241	161	7.18%
Oregon	Union	7,028	638	9.08%
Oregon	Curry	10,630	1,104	10.39%
Oregon	Coos	22,510	2,675	11.88%
Oregon	Malheur	7,044	862	12.24%
Oregon	Clatsop	11,900	1,514	12.72%
Oregon	Sherman	590	78	13.22%
Oregon	Grant	2,530	337	13.32%
Oregon	Wheeler	557	79	14.18%
Oregon	Lincoln	18,956	3,137	16.55%
Oregon	Wasco	7,117	1,246	17.51%
Oregon	Tillamook	9,214	1,691	18.35%
Oregon	Hood River	4,772	956	20.03%
Oregon	Crook	7,989	1,802	22.56%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Oregon	Klamath	19,486	4,485	23.02%
Oregon	Jefferson	6,497	1,558	23.98%
Oregon	Deschutes	50,703	13,372	26.37%
Oregon	Jackson	62,068	19,103	30.78%
Oregon	Douglas	37,044	11,911	32.15%
Oregon	Josephine	29,368	10,851	36.95%
Oregon	Benton	18,794	8,169	43.47%
Oregon	Columbia	13,253	5,975	45.08%
Oregon	Yamhill	23,643	11,009	46.56%
Oregon	Linn	32,714	15,547	47.52%
Oregon	Lane	95,035	46,072	48.48%
Oregon	Polk	20,598	10,874	52.79%
Oregon	Marion	71,855	38,091	53.01%
Oregon	Washington	99,652	52,956	53.14%
Oregon	Multnomah	142,364	76,663	53.85%
Oregon	Clackamas	94,720	53,122	56.08%
Pennsylvania	Pike	16,391	2,492	15.20%
Pennsylvania	Wayne	15,961	3,105	19.45%
Pennsylvania	Chester	103,554	23,661	22.85%
Pennsylvania	Carbon	17,736	4,080	23.00%
Pennsylvania	Monroe	37,928	8,933	23.55%
Pennsylvania	Susquehanna	11,352	2,723	23.99%
Pennsylvania	Fulton	4,019	989	24.61%
Pennsylvania	Elk	8,493	2,096	24.68%
Pennsylvania	McKean	10,791	2,847	26.38%
Pennsylvania	Franklin	37,956	10,021	26.40%
Pennsylvania	Delaware	117,277	31,137	26.55%
Pennsylvania	Montgomery	178,644	47,979	26.86%
Pennsylvania	Bradford	15,959	4,381	27.45%
Pennsylvania	Luzerne	78,245	21,645	27.66%
Pennsylvania	Lackawanna	55,274	15,393	27.85%
Pennsylvania	Adams	26,794	7,684	28.68%
Pennsylvania	Schuylkill	37,687	10,930	29.00%
Pennsylvania	Sullivan	2,040	592	29.02%
Pennsylvania	Warren	11,185	3,296	29.47%
Pennsylvania	Wyoming	7,423	2,189	29.49%
Pennsylvania	Northampton	74,110	22,376	30.19%
Pennsylvania	Tioga	11,402	3,560	31.22%
Pennsylvania	Potter	5,037	1,588	31.53%
Pennsylvania	Bucks	147,504	46,970	31.84%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Pennsylvania	Cameron	1,589	523	32.91%
Pennsylvania	Lehigh	80,739	26,654	33.01%
Pennsylvania	Lycoming	28,363	9,557	33.70%
Pennsylvania	Berks	91,257	31,114	34.09%
Pennsylvania	Crawford	22,953	8,129	35.42%
Pennsylvania	Union	9,069	3,244	35.77%
Pennsylvania	Northumberland	24,709	9,026	36.53%
Pennsylvania	York	99,988	36,568	36.57%
Pennsylvania	Clarion	10,005	3,712	37.10%
Pennsylvania	Columbia	15,979	5,965	37.33%
Pennsylvania	Cumberland	57,231	22,125	38.66%
Pennsylvania	Lancaster	117,240	45,652	38.94%
Pennsylvania	Huntingdon	11,465	4,504	39.28%
Pennsylvania	Lebanon	34,311	13,753	40.08%
Pennsylvania	Clearfield	21,124	8,522	40.34%
Pennsylvania	Mifflin	12,148	4,996	41.13%
Pennsylvania	Forest	1,952	803	41.14%
Pennsylvania	Jefferson	11,961	4,924	41.17%
Pennsylvania	Snyder	9,254	3,820	41.28%
Pennsylvania	Philadelphia	277,966	118,513	42.64%
Pennsylvania	Clinton	9,247	4,008	43.34%
Pennsylvania	Juniata	5,938	2,595	43.70%
Pennsylvania	Perry	11,061	4,903	44.33%
Pennsylvania	Montour	4,946	2,212	44.72%
Pennsylvania	Venango	15,300	7,022	45.90%
Pennsylvania	Dauphin	60,972	28,493	46.73%
Pennsylvania	Centre	26,181	12,335	47.11%
Pennsylvania	Erie	62,697	29,732	47.42%
Pennsylvania	Bedford	13,786	6,610	47.95%
Pennsylvania	Mercer	30,566	15,157	49.59%
Pennsylvania	Blair	32,619	16,422	50.34%
Pennsylvania	Fayette	37,219	19,653	52.80%
Pennsylvania	Greene	9,097	4,958	54.50%
Pennsylvania	Somerset	20,483	11,375	55.53%
Pennsylvania	Butler	45,339	25,911	57.15%
Pennsylvania	Lawrence	24,081	13,772	57.19%
Pennsylvania	Washington	54,273	31,304	57.68%
Pennsylvania	Allegheny	278,457	164,460	59.06%
Pennsylvania	Indiana	20,460	12,125	59.26%
Pennsylvania	Armstrong	18,967	11,315	59.66%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Pennsylvania	Westmoreland	99,533	60,110	60.39%
Pennsylvania	Beaver	45,060	27,269	60.52%
Pennsylvania	Cambria	38,309	23,714	61.90%
Puerto Rico	Humacao	19,763	11,228	56.81%
Puerto Rico	San Juan	90,170	54,057	59.95%
Puerto Rico	Culebra	384	232	60.42%
Puerto Rico	Guaynabo	19,830	12,460	62.83%
Puerto Rico	Adjuntas	4,148	2,657	64.05%
Puerto Rico	Guayama	8,432	5,414	64.21%
Puerto Rico	Maricao	1,225	812	66.29%
Puerto Rico	Vieques	1,891	1,258	66.53%
Puerto Rico	Ceiba	3,284	2,206	67.17%
Puerto Rico	Camuy	9,096	6,142	67.52%
Puerto Rico	Canovanas	10,279	6,991	68.01%
Puerto Rico	Lares	7,693	5,238	68.09%
Puerto Rico	Jayuya	3,616	2,470	68.31%
Puerto Rico	Villalba	5,478	3,749	68.44%
Puerto Rico	Florida	4,131	2,828	68.46%
Puerto Rico	Utua	7,494	5,192	69.28%
Puerto Rico	Toa Baja	18,286	12,756	69.76%
Puerto Rico	Guayanilla	7,161	5,013	70.00%
Puerto Rico	Barranquitas	5,791	4,076	70.39%
Puerto Rico	Aguadilla	14,626	10,386	71.01%
Puerto Rico	Santa Isabel	4,646	3,306	71.16%
Puerto Rico	Luquillo	4,441	3,161	71.18%
Puerto Rico	Coamo	8,099	5,774	71.29%
Puerto Rico	Trujillo Alto	12,496	8,922	71.40%
Puerto Rico	Orocovis	5,344	3,820	71.48%
Puerto Rico	Ponce	37,822	27,086	71.61%
Puerto Rico	Comerio	4,056	2,907	71.67%
Puerto Rico	Barceloneta	6,198	4,465	72.04%
Puerto Rico	Hatillo	8,745	6,324	72.32%
Puerto Rico	Rincon	4,091	2,960	72.35%
Puerto Rico	Fajardo	8,246	5,982	72.54%
Puerto Rico	Vega Alta	11,048	8,014	72.54%
Puerto Rico	Cayey	12,732	9,237	72.55%
Puerto Rico	Patillas	5,259	3,829	72.81%
Puerto Rico	Bayamon	47,929	34,902	72.82%
Puerto Rico	Anasco	7,362	5,362	72.83%
Puerto Rico	Toa Alta	12,391	9,025	72.84%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Puerto Rico	Ciales	5,223	3,819	73.12%
Puerto Rico	Caguas	32,745	23,968	73.20%
Puerto Rico	Las Marias	2,143	1,569	73.22%
Puerto Rico	Carolina	37,875	27,744	73.25%
Puerto Rico	Catano	5,967	4,371	73.25%
Puerto Rico	San German	8,187	5,997	73.25%
Puerto Rico	Naguabo	5,820	4,271	73.38%
Puerto Rico	Aibonito	6,766	4,968	73.43%
Puerto Rico	Isabela	10,635	7,835	73.67%
Puerto Rico	Cabo Rojo	11,597	8,546	73.69%
Puerto Rico	Aguas Buenas	5,999	4,435	73.93%
Puerto Rico	Quebradillas	6,703	4,956	73.94%
Puerto Rico	Cidra	9,033	6,681	73.96%
Puerto Rico	Rio Grande	10,917	8,074	73.96%
Puerto Rico	Maunabo	3,439	2,544	73.97%
Puerto Rico	Corozal	7,600	5,628	74.05%
Puerto Rico	Arecibo	25,813	19,157	74.21%
Puerto Rico	Guanica	4,608	3,422	74.26%
Puerto Rico	Juncos	8,695	6,467	74.38%
Puerto Rico	Naranjito	6,842	5,097	74.50%
Puerto Rico	Lajas	6,179	4,604	74.51%
Puerto Rico	Salinas	7,106	5,296	74.53%
Puerto Rico	Dorado	7,473	5,586	74.75%
Puerto Rico	Yabucoa	9,929	7,429	74.82%
Puerto Rico	San Lorenzo	9,383	7,024	74.86%
Puerto Rico	Arroyo	4,418	3,321	75.17%
Puerto Rico	Vega Baja	11,638	8,750	75.18%
Puerto Rico	Mayaguez	20,952	15,813	75.47%
Puerto Rico	Gurabo	8,138	6,153	75.61%
Puerto Rico	Manati	11,089	8,394	75.70%
Puerto Rico	Juana Diaz	9,032	6,873	76.10%
Puerto Rico	Penuelas	4,874	3,709	76.10%
Puerto Rico	Sabana Grande	6,260	4,786	76.45%
Puerto Rico	Yauco	9,391	7,208	76.75%
Puerto Rico	Morovis	6,578	5,073	77.12%
Puerto Rico	San Sebastian	11,326	8,739	77.16%
Puerto Rico	Moca	8,500	6,575	77.35%
Puerto Rico	Aguada	9,573	7,453	77.85%
Puerto Rico	Las Piedras	8,878	6,964	78.44%
Puerto Rico	Hormigueros	4,837	3,807	78.71%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Puerto Rico	Loiza	4,080	3,265	80.02%
Rhode Island	Newport	21,450	6,568	30.62%
Rhode Island	Washington	33,328	11,631	34.90%
Rhode Island	Bristol	12,493	5,124	41.01%
Rhode Island	Kent	42,680	18,452	43.23%
Rhode Island	Providence	128,473	59,728	46.49%
South Carolina	Beaufort	57,350	11,488	20.03%
South Carolina	Florence	31,770	6,583	20.72%
South Carolina	Charleston	82,169	17,862	21.74%
South Carolina	Darlington	16,642	3,683	22.13%
South Carolina	Dorchester	31,374	7,148	22.78%
South Carolina	Horry	108,100	24,896	23.03%
South Carolina	Lancaster	24,572	5,669	23.07%
South Carolina	Lexington	59,467	13,773	23.16%
South Carolina	Richland	72,957	17,384	23.83%
South Carolina	Berkeley	41,133	10,077	24.50%
South Carolina	Kershaw	15,861	3,888	24.51%
South Carolina	Chesterfield	10,557	2,643	25.04%
South Carolina	Georgetown	22,500	5,635	25.04%
South Carolina	Sumter	23,654	5,956	25.18%
South Carolina	Aiken	42,182	10,706	25.38%
South Carolina	Marion	8,219	2,182	26.55%
South Carolina	York	51,981	14,357	27.62%
South Carolina	Edgefield	6,567	1,841	28.03%
South Carolina	Saluda	4,887	1,388	28.40%
South Carolina	Newberry	9,768	2,797	28.63%
South Carolina	Oconee	23,325	6,864	29.43%
South Carolina	Dillon	6,983	2,060	29.50%
South Carolina	Jasper	7,405	2,187	29.53%
South Carolina	Greenwood	16,955	5,014	29.57%
South Carolina	Clarendon	9,800	2,909	29.68%
South Carolina	Marlboro	6,734	2,043	30.34%
South Carolina	Lee	4,556	1,386	30.42%
South Carolina	Colleton	10,801	3,320	30.74%
South Carolina	Barnwell	5,173	1,604	31.01%
South Carolina	Hampton	4,756	1,495	31.43%
South Carolina	Chester	8,435	2,658	31.51%
South Carolina	Calhoun	4,101	1,344	32.77%
South Carolina	McCormick	4,196	1,408	33.56%
South Carolina	Fairfield	6,016	2,041	33.93%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
South Carolina	Greenville	105,648	35,925	34.00%
South Carolina	Bamberg	3,685	1,287	34.93%
South Carolina	Laurens	17,614	6,188	35.13%
South Carolina	Abbeville	6,831	2,403	35.18%
South Carolina	Anderson	48,054	17,241	35.88%
South Carolina	Pickens	28,228	10,311	36.53%
South Carolina	Orangeburg	21,897	8,012	36.59%
South Carolina	Williamsburg	8,739	3,253	37.22%
South Carolina	Cherokee	13,329	5,179	38.86%
South Carolina	Spartanburg	69,553	27,370	39.35%
South Carolina	Allendale	2,224	900	40.47%
South Carolina	Union	7,826	3,213	41.06%
South Dakota	Todd	1,074	11	1.02%
South Dakota	Dewey	900	25	2.78%
South Dakota	Mellette	393	12	3.05%
South Dakota	Bennett	540	20	3.70%
South Dakota	Hyde	366	18	4.92%
South Dakota	Sully	403	24	5.96%
South Dakota	Corson	674	41	6.08%
South Dakota	McPherson	781	57	7.30%
South Dakota	Hughes	3,838	294	7.66%
South Dakota	Jackson	551	44	7.99%
South Dakota	Walworth	1,641	132	8.04%
South Dakota	Haakon	556	45	8.09%
South Dakota	Hand	899	75	8.34%
South Dakota	Potter	762	64	8.40%
South Dakota	Charles Mix	1,947	165	8.47%
South Dakota	Edmunds	978	83	8.49%
South Dakota	Stanley	756	65	8.60%
South Dakota	Tripp	1,449	129	8.90%
South Dakota	Miner	660	63	9.55%
South Dakota	Jerauld	674	67	9.94%
South Dakota	Jones	257	26	10.12%
South Dakota	Harding	279	29	10.39%
South Dakota	Lyman	727	76	10.45%
South Dakota	Faulk	610	67	10.98%
South Dakota	Brown	8,086	890	11.01%
South Dakota	Lake	4,412	499	11.31%
South Dakota	Perkins	882	105	11.90%
South Dakota	Spink	1,721	219	12.73%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
South Dakota	Fall River	2,849	370	12.99%
South Dakota	Marshall	1,177	153	13.00%
South Dakota	Hanson	1,718	228	13.27%
South Dakota	Sanborn	574	78	13.59%
South Dakota	Gregory	1,214	171	14.09%
South Dakota	Kingsbury	1,522	237	15.57%
South Dakota	Clay	2,266	362	15.98%
South Dakota	Custer	3,384	587	17.35%
South Dakota	Douglas	826	144	17.43%
South Dakota	Moody	1,477	259	17.54%
South Dakota	Meade	6,524	1,150	17.63%
South Dakota	Pennington	29,577	5,304	17.93%
South Dakota	Brule	1,234	223	18.07%
South Dakota	Bon Homme	1,673	305	18.23%
South Dakota	Aurora	663	121	18.25%
South Dakota	Campbell	442	82	18.55%
South Dakota	Davison	4,645	864	18.60%
South Dakota	Brookings	5,249	992	18.90%
South Dakota	Union	3,603	702	19.48%
South Dakota	Roberts	2,384	478	20.05%
South Dakota	McCook	1,390	281	20.22%
South Dakota	Yankton	5,349	1,093	20.43%
South Dakota	Beadle	3,971	851	21.43%
South Dakota	Minnehaha	40,341	8,763	21.72%
South Dakota	Hutchinson	2,027	458	22.59%
South Dakota	Lawrence	7,167	1,637	22.84%
South Dakota	Lincoln	9,791	2,369	24.20%
South Dakota	Butte	2,673	679	25.40%
South Dakota	Turner	2,127	542	25.48%
South Dakota	Day	1,654	423	25.57%
South Dakota	Deuel	1,210	329	27.19%
South Dakota	Hamlin	1,269	362	28.53%
South Dakota	Clark	927	287	30.96%
South Dakota	Codington	6,117	2,253	36.83%
South Dakota	Grant	2,040	841	41.23%
Tennessee	Lake	1,544	326	21.11%
Tennessee	Crockett	3,569	783	21.94%
Tennessee	Pickett	1,805	396	21.94%
Tennessee	Stewart	3,805	896	23.55%
Tennessee	Montgomery	29,251	6,910	23.62%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Tennessee	Moore	1,743	414	23.75%
Tennessee	Clay	2,441	582	23.84%
Tennessee	Henry	9,944	2,386	23.99%
Tennessee	Carroll	8,339	2,003	24.02%
Tennessee	Hardin	8,148	1,975	24.24%
Tennessee	Dyer	9,235	2,264	24.52%
Tennessee	McNairy	7,724	1,895	24.53%
Tennessee	Fentress	5,864	1,451	24.74%
Tennessee	Tipton	12,433	3,119	25.09%
Tennessee	Weakley	7,984	2,005	25.11%
Tennessee	Lawrence	10,951	2,779	25.38%
Tennessee	Gibson	12,812	3,279	25.59%
Tennessee	Putnam	18,519	4,755	25.68%
Tennessee	Overton	6,409	1,661	25.92%
Tennessee	Giles	7,989	2,107	26.37%
Tennessee	Humphreys	4,915	1,297	26.39%
Tennessee	Fayette	11,377	3,032	26.65%
Tennessee	Chester	4,244	1,132	26.67%
Tennessee	Van Buren	1,931	519	26.88%
Tennessee	Decatur	3,890	1,060	27.25%
Tennessee	Benton	5,150	1,411	27.40%
Tennessee	Madison	22,654	6,265	27.66%
Tennessee	Houston	2,315	648	27.99%
Tennessee	Jackson	3,607	1,019	28.25%
Tennessee	Coffee	13,891	4,075	29.34%
Tennessee	Franklin	11,329	3,351	29.58%
Tennessee	Lauderdale	5,799	1,727	29.78%
Tennessee	Cumberland	24,666	7,411	30.05%
Tennessee	Wayne	4,325	1,313	30.36%
Tennessee	Hardeman	6,462	1,992	30.83%
Tennessee	White	7,789	2,411	30.95%
Tennessee	Warren	10,165	3,179	31.27%
Tennessee	Shelby	163,402	51,245	31.36%
Tennessee	Maury	21,923	7,011	31.98%
Tennessee	Williamson	39,393	12,643	32.09%
Tennessee	Obion	8,542	2,753	32.23%
Tennessee	Smith	4,624	1,491	32.24%
Tennessee	Henderson	7,377	2,399	32.52%
Tennessee	Polk	5,221	1,706	32.68%
Tennessee	Lewis	3,342	1,101	32.94%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Tennessee	Cannon	3,675	1,214	33.03%
Tennessee	Perry	2,360	789	33.43%
Tennessee	Meigs	3,902	1,309	33.55%
Tennessee	Sequatchie	5,087	1,723	33.87%
Tennessee	Macon	5,604	1,904	33.98%
Tennessee	Rhea	8,482	2,904	34.24%
Tennessee	Haywood	4,586	1,571	34.26%
Tennessee	Bledsoe	3,621	1,252	34.58%
Tennessee	Lincoln	9,017	3,178	35.24%
Tennessee	Bedford	10,227	3,661	35.80%
Tennessee	McMinn	14,180	5,097	35.94%
Tennessee	Trousdale	2,087	758	36.32%
Tennessee	Rutherford	47,020	17,263	36.71%
Tennessee	Marshall	7,480	2,753	36.80%
Tennessee	Wilson	28,978	10,665	36.80%
Tennessee	Loudon	18,388	6,807	37.02%
Tennessee	Hickman	5,915	2,307	39.00%
Tennessee	Roane	16,246	6,391	39.34%
Tennessee	Dickson	11,734	4,617	39.35%
Tennessee	Davidson	109,133	43,377	39.75%
Tennessee	Hamilton	78,586	31,367	39.91%
Tennessee	Blount	34,349	13,833	40.27%
Tennessee	Robertson	15,003	6,081	40.53%
Tennessee	Anderson	20,512	8,326	40.59%
Tennessee	Marion	7,959	3,243	40.75%
Tennessee	Grundy	4,144	1,694	40.88%
Tennessee	Cheatham	8,836	3,642	41.22%
Tennessee	Sevier	26,543	10,959	41.29%
Tennessee	Bradley	24,769	10,229	41.30%
Tennessee	Monroe	13,693	5,678	41.47%
Tennessee	Knox	96,159	40,045	41.64%
Tennessee	Sumner	38,831	16,195	41.71%
Tennessee	Jefferson	15,299	6,552	42.83%
Tennessee	Hamblen	16,213	7,074	43.63%
Tennessee	DeKalb	5,217	2,291	43.91%
Tennessee	Washington	32,695	14,697	44.95%
Tennessee	Greene	20,477	9,311	45.47%
Tennessee	Johnson	5,555	2,562	46.12%
Tennessee	Morgan	5,649	2,675	47.35%
Tennessee	Scott	5,454	2,596	47.60%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Tennessee	Hancock	2,030	975	48.03%
Tennessee	Cocke	11,071	5,394	48.72%
Tennessee	Unicoi	5,685	2,775	48.81%
Tennessee	Grainger	6,856	3,373	49.20%
Tennessee	Claiborne	9,408	4,640	49.32%
Tennessee	Union	5,318	2,730	51.34%
Tennessee	Campbell	11,217	5,789	51.61%
Tennessee	Carter	16,599	8,617	51.91%
Tennessee	Sullivan	45,782	25,477	55.65%
Tennessee	Hawkins	17,475	9,744	55.76%
Texas	Sutton	846	109	12.88%
Texas	Collingsworth	707	100	14.14%
Texas	Hansford	995	141	14.17%
Texas	Glasscock	231	33	14.29%
Texas	Ochiltree	1,441	207	14.37%
Texas	Parmer	1,637	240	14.66%
Texas	Borden	148	22	14.86%
Texas	Young	4,740	715	15.08%
Texas	Hemphill	661	100	15.13%
Texas	Runnels	2,791	446	15.98%
Texas	Lipscomb	673	108	16.05%
Texas	Sherman	419	69	16.47%
Texas	Wheeler	1,226	204	16.64%
Texas	Moore	2,814	471	16.74%
Texas	Sterling	259	45	17.37%
Texas	Lamar	12,429	2,160	17.38%
Texas	Bailey	1,203	211	17.54%
Texas	Foard	376	66	17.55%
Texas	Archer	2,100	371	17.67%
Texas	Irion	396	70	17.68%
Texas	Throckmorton	447	80	17.90%
Texas	Martin	878	159	18.11%
Texas	Coleman	2,705	502	18.56%
Texas	Baylor	1,103	205	18.59%
Texas	Dallam	1,135	212	18.68%
Texas	Schleicher	666	127	19.07%
Texas	Kimble	1,442	276	19.14%
Texas	Wichita	26,554	5,099	19.20%
Texas	Gillespie	9,454	1,818	19.23%
Texas	Hartley	764	151	19.76%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Texas	Edwards	641	127	19.81%
Texas	Lavaca	5,802	1,150	19.82%
Texas	Calhoun	4,688	933	19.90%
Texas	Hutchinson	4,388	877	19.99%
Texas	Armstrong	495	99	20.00%
Texas	Gray	4,440	891	20.07%
Texas	Kerr	17,957	3,613	20.12%
Texas	Stonewall	391	79	20.20%
Texas	Sabine	4,002	811	20.26%
Texas	McCulloch	2,294	465	20.27%
Texas	Montague	5,634	1,166	20.70%
Texas	Roberts	207	43	20.77%
Texas	Real	1,418	297	20.94%
Texas	Blanco	4,133	867	20.98%
Texas	Hardeman	1,077	226	20.98%
Texas	Clay	2,882	605	20.99%
Texas	Fayette	7,622	1,613	21.16%
Texas	Swisher	1,615	345	21.36%
Texas	Crockett	757	162	21.40%
Texas	Castro	1,341	288	21.48%
Texas	Jeff Davis	796	171	21.48%
Texas	Reeves	2,288	493	21.55%
Texas	Culberson	616	133	21.59%
Texas	Jack	1,871	405	21.65%
Texas	Colorado	5,834	1,273	21.82%
Texas	Donley	998	219	21.94%
Texas	Knox	949	209	22.02%
Texas	Briscoe	461	102	22.13%
Texas	Winkler	1,206	268	22.22%
Texas	Menard	721	161	22.33%
Texas	Palo Pinto	7,094	1,593	22.46%
Texas	Stephens	2,318	527	22.74%
Texas	DeWitt	4,896	1,117	22.81%
Texas	Hopkins	8,619	1,972	22.88%
Texas	Gaines	2,217	512	23.09%
Texas	Midland	21,524	4,993	23.20%
Texas	Randall	25,546	5,938	23.24%
Texas	Howard	5,900	1,374	23.29%
Texas	Hall	884	207	23.42%
Texas	Comanche	3,969	930	23.43%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Texas	Mason	1,370	322	23.50%
Texas	Carson	1,342	316	23.55%
Texas	Brown	10,089	2,378	23.57%
Texas	Fisher	1,081	255	23.59%
Texas	Reagan	499	118	23.65%
Texas	Red River	3,823	905	23.67%
Texas	Brazos	26,030	6,185	23.76%
Texas	Kendall	12,212	2,905	23.79%
Texas	Dickens	610	146	23.93%
Texas	Oldham	496	119	23.99%
Texas	Coke	1,045	251	24.02%
Texas	Kenedy	54	13	24.07%
Texas	Hunt	20,510	4,943	24.10%
Texas	Presidio	1,996	482	24.15%
Texas	Jackson	3,343	809	24.20%
Texas	Motley	400	97	24.25%
Texas	Bowie	21,248	5,161	24.29%
Texas	Haskell	1,483	361	24.34%
Texas	Erath	7,446	1,817	24.40%
Texas	Delta	1,538	378	24.58%
Texas	Ward	2,064	508	24.61%
Texas	Potter	21,352	5,280	24.73%
Texas	Polk	24,414	6,122	25.08%
Texas	Shackelford	821	206	25.09%
Texas	Deaf Smith	3,032	761	25.10%
Texas	Washington	9,435	2,379	25.21%
Texas	Pecos	2,482	631	25.42%
Texas	Terrell	283	72	25.44%
Texas	Yoakum	1,360	347	25.51%
Texas	Fannin	8,531	2,180	25.55%
Texas	Nolan	3,488	893	25.60%
Texas	Gonzales	4,432	1,135	25.61%
Texas	King	42	11	26.19%
Texas	Concho	810	213	26.30%
Texas	Brewster	2,485	657	26.44%
Texas	Cottle	472	125	26.48%
Texas	McMullen	215	57	26.51%
Texas	Scurry	3,180	845	26.57%
Texas	Cooke	9,082	2,416	26.60%
Texas	San Saba	1,654	440	26.60%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Texas	Franklin	2,940	783	26.63%
Texas	Childress	1,456	388	26.65%
Texas	Eastland	5,070	1,351	26.65%
Texas	Rains	3,529	943	26.72%
Texas	Rockwall	16,990	4,551	26.79%
Texas	Goliad	1,931	518	26.83%
Texas	Coryell	11,962	3,215	26.88%
Texas	Dawson	2,518	677	26.89%
Texas	Karnes	3,002	809	26.95%
Texas	Taylor	26,882	7,253	26.98%
Texas	Llano	8,484	2,296	27.06%
Texas	Robertson	4,215	1,142	27.09%
Texas	Wilbarger	3,026	820	27.10%
Texas	Callahan	3,639	987	27.12%
Texas	Lampasas	6,104	1,660	27.20%
Texas	San Augustine	2,815	767	27.25%
Texas	Jones	3,786	1,035	27.34%
Texas	Parker	28,685	7,873	27.45%
Texas	Refugio	1,943	534	27.48%
Texas	Ector	21,458	5,907	27.53%
Texas	Mills	1,560	430	27.56%
Texas	Andrews	2,367	657	27.76%
Texas	Upton	643	179	27.84%
Texas	Navarro	11,388	3,182	27.94%
Texas	Nacogdoches	12,644	3,534	27.95%
Texas	Burnet	14,628	4,098	28.01%
Texas	Leon	5,711	1,609	28.17%
Texas	Austin	7,169	2,020	28.18%
Texas	Bandera	7,352	2,073	28.20%
Texas	Kinney	1,032	291	28.20%
Texas	Grayson	31,179	8,812	28.26%
Texas	Mitchell	1,566	444	28.35%
Texas	Collin	133,835	38,018	28.41%
Texas	Lee	4,019	1,144	28.46%
Texas	Freestone	4,816	1,379	28.63%
Texas	Comal	38,015	11,030	29.01%
Texas	Guadalupe	30,611	8,881	29.01%
Texas	Zapata	2,141	624	29.15%
Texas	Kent	219	64	29.22%
Texas	Wood	16,183	4,746	29.33%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Texas	Wharton	8,912	2,615	29.34%
Texas	Lynn	1,237	364	29.43%
Texas	Crane	742	219	29.51%
Texas	Tom Green	23,699	7,011	29.58%
Texas	Camp	3,254	963	29.59%
Texas	Travis	155,024	46,016	29.68%
Texas	Burleson	4,788	1,423	29.72%
Texas	Tyler	5,567	1,655	29.73%
Texas	Cass	8,806	2,619	29.74%
Texas	Somervell	2,172	646	29.74%
Texas	Houston	5,951	1,775	29.83%
Texas	Grimes	6,578	1,965	29.87%
Texas	Titus	6,061	1,816	29.96%
Texas	Lamb	2,913	874	30.00%
Texas	Chambers	7,401	2,227	30.09%
Texas	Newton	3,386	1,023	30.21%
Texas	Denton	111,209	33,672	30.28%
Texas	Hood	18,695	5,668	30.32%
Texas	Marion	3,477	1,056	30.37%
Texas	Hale	6,053	1,840	30.40%
Texas	Smith	49,889	15,190	30.45%
Texas	Madison	2,696	823	30.53%
Texas	Kaufman	23,563	7,216	30.62%
Texas	Limestone	5,804	1,778	30.63%
Texas	Gregg	27,598	8,461	30.66%
Texas	Jasper	9,292	2,860	30.78%
Texas	Shelby	5,595	1,722	30.78%
Texas	Bastrop	17,300	5,331	30.82%
Texas	Garza	949	293	30.87%
Texas	Williamson	88,674	27,422	30.92%
Texas	Matagorda	7,815	2,433	31.13%
Texas	Wise	13,218	4,126	31.22%
Texas	Hays	33,893	10,593	31.25%
Texas	Caldwell	8,439	2,639	31.27%
Texas	Upshur	10,027	3,135	31.27%
Texas	Panola	5,640	1,781	31.58%
Texas	Bell	57,352	18,141	31.63%
Texas	Trinity	4,995	1,589	31.81%
Texas	Floyd	1,370	438	31.97%
Texas	Ellis	31,172	9,969	31.98%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Texas	Van Zandt	14,280	4,571	32.01%
Texas	Webb	34,935	11,190	32.03%
Texas	Anderson	11,536	3,719	32.24%
Texas	Hamilton	2,659	858	32.27%
Texas	Harrison	14,678	4,766	32.47%
Texas	Hill	9,774	3,184	32.58%
Texas	Victoria	19,042	6,218	32.65%
Texas	Crosby	1,462	479	32.76%
Texas	Uvalde	5,850	1,920	32.82%
Texas	Rusk	11,335	3,729	32.90%
Texas	Angelina	18,886	6,232	33.00%
Texas	Henderson	23,492	7,786	33.14%
Texas	Live Oak	2,758	916	33.21%
Texas	Morris	3,953	1,315	33.27%
Texas	Bosque	5,678	1,914	33.71%
Texas	Val Verde	9,117	3,074	33.72%
Texas	Cherokee	11,649	3,943	33.85%
Texas	Galveston	63,151	21,627	34.25%
Texas	Hockley	4,279	1,488	34.77%
Texas	Waller	8,439	2,943	34.87%
Texas	Jim Hogg	1,040	363	34.90%
Texas	Cochran	604	211	34.93%
Texas	Terry	2,258	789	34.94%
Texas	Hudspeth	936	328	35.04%
Texas	McLennan	47,775	17,212	36.03%
Texas	Wilson	10,025	3,632	36.23%
Texas	Aransas	8,897	3,226	36.26%
Texas	Milam	6,546	2,379	36.34%
Texas	Dallas	354,030	129,409	36.55%
Texas	Brazoria	55,711	20,535	36.86%
Texas	Lubbock	49,848	18,384	36.88%
Texas	Medina	10,667	3,964	37.16%
Texas	Falls	3,980	1,489	37.41%
Texas	Frio	2,989	1,120	37.47%
Texas	La Salle	1,253	475	37.91%
Texas	Duval	2,590	985	38.03%
Texas	Orange	18,329	6,972	38.04%
Texas	Montgomery	99,212	37,909	38.21%
Texas	Dimmit	2,079	799	38.43%
Texas	Walker	11,250	4,383	38.96%

Medicare Supplement Prospecting Guide

Med Supp Sales

Med Supp or MA Sales

Medicare Advantage Sales

State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Texas	Fort Bend	105,687	41,290	39.07%
Texas	Hardin	12,487	4,904	39.27%
Texas	Brooks	1,720	692	40.23%
Texas	Maverick	10,765	4,355	40.46%
Texas	San Jacinto	7,309	2,976	40.72%
Texas	Liberty	15,743	6,450	40.97%
Texas	Jefferson	46,815	19,629	41.93%
Texas	Tarrant	298,951	125,430	41.96%
Texas	Bee	5,230	2,247	42.96%
Texas	Johnson	33,871	14,639	43.22%
Texas	Bexar	314,971	140,712	44.67%
Texas	Harris	596,429	269,184	45.13%
Texas	Jim Wells	8,655	3,935	45.47%
Texas	Atascosa	9,785	4,456	45.54%
Texas	Starr	9,917	4,529	45.67%
Texas	Zavala	2,153	999	46.40%
Texas	Willacy	3,882	1,864	48.02%
Texas	Kleberg	5,385	2,612	48.51%
Texas	San Patricio	14,602	7,110	48.69%
Texas	Cameron	68,059	33,533	49.27%
Texas	Nueces	64,934	32,979	50.79%
Texas	Hidalgo	111,396	60,372	54.20%
Texas	El Paso	136,615	81,281	59.50%
Utah	San Juan	2,414	34	1.41%
Utah	Millard	2,607	46	1.76%
Utah	Grand	2,256	44	1.95%
Utah	Wayne	710	16	2.25%
Utah	Juab	1,828	46	2.52%
Utah	Kane	2,175	56	2.57%
Utah	Beaver	1,306	74	5.67%
Utah	Garfield	1,325	81	6.11%
Utah	Carbon	4,804	398	8.28%
Utah	Sevier	4,554	492	10.80%
Utah	Emery	2,202	293	13.31%
Utah	Sanpete	5,198	702	13.51%
Utah	Daggett	289	45	15.57%
Utah	Rich	484	91	18.80%
Utah	Duchesne	3,491	663	18.99%
Utah	Iron	9,292	1,803	19.40%
Utah	Uintah	4,866	1,135	23.33%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Utah	Summit	6,977	1,870	26.80%
Utah	Washington	42,284	11,675	27.61%
Utah	Tooele	8,732	2,438	27.92%
Utah	Morgan	1,710	559	32.69%
Utah	Davis	44,673	15,603	34.93%
Utah	Weber	39,123	13,723	35.08%
Utah	Wasatch	4,819	1,721	35.71%
Utah	Box Elder	9,153	3,394	37.08%
Utah	Utah	60,447	24,667	40.81%
Utah	Salt Lake	153,300	64,304	41.95%
Utah	Cache	15,176	6,951	45.80%
Vermont	Orange	8,171	663	8.11%
Vermont	Essex	2,185	182	8.33%
Vermont	Washington	15,297	1,276	8.34%
Vermont	Caledonia	8,507	792	9.31%
Vermont	Lamoille	5,986	577	9.64%
Vermont	Orleans	8,205	836	10.19%
Vermont	Franklin	10,883	1,204	11.06%
Vermont	Rutland	17,957	2,044	11.38%
Vermont	Chittenden	33,287	3,828	11.50%
Vermont	Bennington	10,650	1,234	11.59%
Vermont	Windham	13,053	1,516	11.61%
Vermont	Grand Isle	2,327	281	12.08%
Vermont	Windsor	17,428	2,159	12.39%
Vermont	Addison	9,391	1,482	15.78%
Virgin Islands	St. Thomas	10,541	59	0.56%
Virgin Islands	St. Croix	10,737	77	0.72%
Virgin Islands	St. John	998	59	5.91%
Virginia	Bath	1,384	112	8.09%
Virginia	Lexington City	1,934	166	8.58%
Virginia	Rappahannock	2,278	201	8.82%
Virginia	King George	4,518	403	8.92%
Virginia	Galax City	2,247	210	9.35%
Virginia	Highland	868	85	9.79%
Virginia	Stafford	20,747	2,133	10.28%
Virginia	Fauquier	14,387	1,537	10.68%
Virginia	Harrisonburg City	6,624	718	10.84%
Virginia	Albemarle	23,795	2,599	10.92%
Virginia	Charlottesville City	7,631	838	10.98%
Virginia	Clarke	3,834	429	11.19%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Virginia	Fredericksburg Cit	5,246	599	11.42%
Virginia	Poquoson City	2,845	335	11.78%
Virginia	Warren	8,878	1,047	11.79%
Virginia	Westmoreland	5,618	677	12.05%
Virginia	Orange	10,157	1,250	12.31%
Virginia	Spotsylvania	24,474	3,051	12.47%
Virginia	Prince George	6,978	873	12.51%
Virginia	Winchester City	6,520	820	12.58%
Virginia	York	14,042	1,785	12.71%
Virginia	Fluvanna	6,840	890	13.01%
Virginia	Greene	4,410	574	13.02%
Virginia	Frederick	19,117	2,543	13.30%
Virginia	Lancaster	4,769	637	13.36%
Virginia	Rockingham	19,559	2,632	13.46%
Virginia	Arlington	28,420	3,838	13.50%
Virginia	Falls Church City	2,545	344	13.52%
Virginia	Staunton City	7,408	1,002	13.53%
Virginia	James City	23,639	3,219	13.62%
Virginia	Northumberland	5,182	719	13.87%
Virginia	Nelson	5,282	738	13.97%
Virginia	Page	6,682	939	14.05%
Virginia	Waynesboro City	5,874	827	14.08%
Virginia	Augusta	20,572	2,903	14.11%
Virginia	Culpeper	10,720	1,519	14.17%
Virginia	Williamsburg City	3,348	485	14.49%
Virginia	Madison	3,643	530	14.55%
Virginia	Shenandoah	11,584	1,691	14.60%
Virginia	Middlesex	4,055	594	14.65%
Virginia	Alexandria City	21,590	3,163	14.65%
Virginia	Fairfax City	5,175	765	14.78%
Virginia	Covington City	1,889	282	14.93%
Virginia	Lunenburg	3,444	520	15.10%
Virginia	Prince Edward	5,428	830	15.29%
Virginia	Mathews	3,156	485	15.37%
Virginia	Rockbridge	7,055	1,087	15.41%
Virginia	Southampton	4,621	712	15.41%
Virginia	Carroll	9,293	1,473	15.85%
Virginia	King William	3,850	614	15.95%
Virginia	Buckingham	4,076	652	16.00%
Virginia	Colonial Heights Ci	4,810	775	16.11%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Virginia	Franklin City	2,532	410	16.19%
Virginia	Nottoway	4,135	675	16.32%
Virginia	Accomack	9,745	1,597	16.39%
Virginia	Charlotte	3,744	617	16.48%
Virginia	Loudoun	44,174	7,300	16.53%
Virginia	Manassas City	5,803	965	16.63%
Virginia	Gloucester	9,517	1,589	16.70%
Virginia	New Kent	5,271	884	16.77%
Virginia	Alleghany	4,929	828	16.80%
Virginia	Fairfax	173,028	29,169	16.86%
Virginia	Halifax	10,353	1,757	16.97%
Virginia	Richmond	2,256	390	17.29%
Virginia	Bedford	22,345	3,870	17.32%
Virginia	Radford City	2,446	424	17.33%
Virginia	Caroline	6,716	1,201	17.88%
Virginia	Lynchburg City	17,134	3,083	17.99%
Virginia	Prince William	57,545	10,379	18.04%
Virginia	King and Queen	1,980	358	18.08%
Virginia	Buena Vista City	1,711	312	18.23%
Virginia	Virginia Beach City	80,797	14,797	18.31%
Virginia	Appomattox	4,344	796	18.32%
Virginia	Louisa	9,301	1,720	18.49%
Virginia	Grayson	5,162	964	18.67%
Virginia	Campbell	14,588	2,727	18.69%
Virginia	Montgomery	15,549	2,917	18.76%
Virginia	Salem City	7,187	1,365	18.99%
Virginia	Northampton	4,031	766	19.00%
Virginia	Goochland	6,675	1,294	19.39%
Virginia	Amherst	8,555	1,676	19.59%
Virginia	Powhatan	6,858	1,354	19.74%
Virginia	Manassas Park Cit	1,695	337	19.88%
Virginia	Essex	3,275	652	19.91%
Virginia	Isle of Wight	9,330	1,862	19.96%
Virginia	Mecklenburg	10,030	2,003	19.97%
Virginia	Floyd	4,552	914	20.08%
Virginia	Brunswick	4,506	920	20.42%
Virginia	Pulaski	9,883	2,020	20.44%
Virginia	Dinwiddie	6,705	1,386	20.67%
Virginia	Chesapeake City	43,600	9,122	20.92%
Virginia	Surry	1,895	403	21.27%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Virginia	Roanoke	27,715	5,917	21.35%
Virginia	Cumberland	2,642	568	21.50%
Virginia	Giles	4,983	1,072	21.51%
Virginia	Suffolk City	18,468	4,013	21.73%
Virginia	Sussex	2,855	624	21.86%
Virginia	Hopewell City	5,231	1,153	22.04%
Virginia	Botetourt	9,979	2,215	22.20%
Virginia	Charles City	2,113	473	22.39%
Virginia	Patrick	5,897	1,326	22.49%
Virginia	Hanover	23,597	5,434	23.03%
Virginia	Emporia City	1,533	356	23.22%
Virginia	Greensville	2,786	648	23.26%
Virginia	Chesterfield	68,099	15,932	23.40%
Virginia	Amelia	3,464	823	23.76%
Virginia	Bland	1,970	471	23.91%
Virginia	Martinsville City	4,722	1,145	24.25%
Virginia	Wythe	8,567	2,154	25.14%
Virginia	Petersburg City	8,631	2,193	25.41%
Virginia	Craig	1,489	381	25.59%
Virginia	Hampton City	28,650	7,333	25.60%
Virginia	Norfolk City	37,561	9,681	25.77%
Virginia	Portsmouth City	20,570	5,306	25.79%
Virginia	Henrico	64,062	16,590	25.90%
Virginia	Newport News Cit	32,354	8,428	26.05%
Virginia	Pittsylvania	17,854	4,802	26.90%
Virginia	Franklin	16,454	4,457	27.09%
Virginia	Danville City	12,300	3,335	27.11%
Virginia	Roanoke City	24,314	6,801	27.97%
Virginia	Smyth	9,402	2,650	28.19%
Virginia	Henry	16,321	4,614	28.27%
Virginia	Richmond City	40,315	12,467	30.92%
Virginia	Norton City	1,427	467	32.73%
Virginia	Tazewell	12,994	4,366	33.60%
Virginia	Washington	16,389	5,836	35.61%
Virginia	Russell	8,622	3,385	39.26%
Virginia	Bristol City	5,228	2,165	41.41%
Virginia	Buchanan	7,824	3,353	42.86%
Virginia	Wise	11,597	5,014	43.24%
Virginia	Lee	6,892	3,125	45.34%
Virginia	Dickenson	5,279	2,444	46.30%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Virginia	Scott	7,275	3,699	50.85%
Washington	Lincoln	3,675	43	1.17%
Washington	Garfield	795	11	1.38%
Washington	Ferry	2,687	38	1.41%
Washington	Klickitat	6,958	120	1.72%
Washington	Pacific	9,330	171	1.83%
Washington	Pend Oreille	4,782	96	2.01%
Washington	Clallam	29,290	684	2.34%
Washington	Jefferson	14,682	353	2.40%
Washington	Whitman	6,677	191	2.86%
Washington	Columbia	1,479	49	3.31%
Washington	Grays Harbor	22,677	823	3.63%
Washington	Benton	39,183	1,714	4.37%
Washington	Skamania	3,027	171	5.65%
Washington	Franklin	12,026	682	5.67%
Washington	Kittitas	9,817	645	6.57%
Washington	Adams	2,910	314	10.79%
Washington	Okanogan	11,913	1,295	10.87%
Washington	Stevens	14,514	1,629	11.22%
Washington	Walla Walla	14,454	1,831	12.67%
Washington	Asotin	7,054	964	13.67%
Washington	Grant	17,602	2,618	14.87%
Washington	San Juan	6,632	1,115	16.81%
Washington	Douglas	9,204	1,779	19.33%
Washington	Mason	19,978	4,026	20.15%
Washington	Yakima	45,595	9,672	21.21%
Washington	Chelan	19,472	4,167	21.40%
Washington	Kitsap	61,539	14,093	22.90%
Washington	Island	26,157	6,045	23.11%
Washington	Wahkiakum	1,761	423	24.02%
Washington	Skagit	34,433	9,867	28.66%
Washington	Pierce	167,959	54,391	32.38%
Washington	Lewis	23,240	7,775	33.46%
Washington	Thurston	66,956	22,965	34.30%
Washington	Whatcom	50,361	17,933	35.61%
Washington	King	352,827	129,642	36.74%
Washington	Spokane	113,773	44,668	39.26%
Washington	Snohomish	141,902	61,560	43.38%
Washington	Cowlitz	29,085	13,751	47.28%
Washington	Clark	97,827	53,204	54.39%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Washington D.C.	District of Columbi	102,972	19,258	18.70%
West Virginia	Mineral	7,306	1,316	18.01%
West Virginia	Morgan	5,253	1,050	19.99%
West Virginia	Jefferson	12,270	2,508	20.44%
West Virginia	Hampshire	6,477	1,341	20.70%
West Virginia	Grant	3,502	773	22.07%
West Virginia	Berkeley	24,260	5,402	22.27%
West Virginia	Hardy	3,763	859	22.83%
West Virginia	Calhoun	2,293	585	25.51%
West Virginia	Summers	3,979	1,024	25.74%
West Virginia	Greenbrier	10,310	2,663	25.83%
West Virginia	Monroe	4,138	1,085	26.22%
West Virginia	Pendleton	2,294	604	26.33%
West Virginia	Randolph	7,786	2,083	26.75%
West Virginia	Pocahontas	2,595	699	26.94%
West Virginia	Wirt	1,766	485	27.46%
West Virginia	Taylor	4,337	1,198	27.62%
West Virginia	Wood	23,263	6,428	27.63%
West Virginia	Barbour	4,426	1,232	27.84%
West Virginia	Hancock	8,529	2,404	28.19%
West Virginia	Ritchie	2,955	852	28.83%
West Virginia	Pleasants	2,012	586	29.13%
West Virginia	Harrison	17,645	5,211	29.53%
West Virginia	Preston	8,300	2,518	30.34%
West Virginia	Jackson	7,870	2,443	31.04%
West Virginia	Raleigh	21,180	6,644	31.37%
West Virginia	Roane	4,493	1,427	31.76%
West Virginia	Gilmer	1,714	548	31.97%
West Virginia	Tucker	2,361	757	32.06%
West Virginia	Tyler	2,571	841	32.71%
West Virginia	McDowell	6,283	2,071	32.96%
West Virginia	Wayne	11,413	3,767	33.01%
West Virginia	Mason	7,287	2,435	33.42%
West Virginia	Doddridge	1,863	627	33.66%
West Virginia	Cabell	23,337	7,860	33.68%
West Virginia	Fayette	12,432	4,208	33.85%
West Virginia	Mercer	17,606	5,972	33.92%
West Virginia	Webster	2,721	936	34.40%
West Virginia	Lewis	4,716	1,624	34.44%
West Virginia	Braxton	3,919	1,355	34.58%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
West Virginia	Marion	14,297	4,954	34.65%
West Virginia	Monongalia	15,851	5,702	35.97%
West Virginia	Brooke	6,633	2,419	36.47%
West Virginia	Mingo	7,403	2,705	36.54%
West Virginia	Putnam	13,805	5,079	36.79%
West Virginia	Logan	9,585	3,573	37.28%
West Virginia	Kanawha	49,344	18,513	37.52%
West Virginia	Upshur	6,319	2,376	37.60%
West Virginia	Clay	2,822	1,062	37.63%
West Virginia	Nicholas	7,742	2,946	38.05%
West Virginia	Ohio	11,912	4,582	38.47%
West Virginia	Wetzel	4,472	1,749	39.11%
West Virginia	Lincoln	5,907	2,385	40.38%
West Virginia	Wyoming	6,519	2,698	41.39%
West Virginia	Boone	6,490	2,894	44.59%
West Virginia	Marshall	8,279	3,767	45.50%
Wisconsin	Pepin	2,342	327	13.96%
Wisconsin	Buffalo	3,608	520	14.41%
Wisconsin	Richland	4,850	727	14.99%
Wisconsin	Green	8,798	1,783	20.27%
Wisconsin	Juneau	7,322	1,590	21.72%
Wisconsin	Menominee	982	244	24.85%
Wisconsin	Adams	7,997	2,093	26.17%
Wisconsin	Walworth	23,408	6,176	26.38%
Wisconsin	Ashland	4,470	1,181	26.42%
Wisconsin	Dane	93,376	24,931	26.70%
Wisconsin	Dunn	10,506	2,833	26.97%
Wisconsin	Monroe	10,086	2,723	27.00%
Wisconsin	Vilas	9,596	2,657	27.69%
Wisconsin	Columbia	14,065	3,948	28.07%
Wisconsin	Florence	1,651	467	28.29%
Wisconsin	Sawyer	6,192	1,817	29.34%
Wisconsin	Jefferson	18,936	5,638	29.77%
Wisconsin	Iowa	5,755	1,717	29.83%
Wisconsin	Door	10,555	3,212	30.43%
Wisconsin	Bayfield	5,625	1,715	30.49%
Wisconsin	Burnett	6,045	1,851	30.62%
Wisconsin	Sauk	15,408	4,780	31.02%
Wisconsin	Marquette	5,097	1,612	31.63%
Wisconsin	Chippewa	15,234	4,835	31.74%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Wisconsin	Eau Claire	21,750	6,941	31.91%
Wisconsin	Trempealeau	6,906	2,207	31.96%
Wisconsin	Crawford	4,777	1,530	32.03%
Wisconsin	Jackson	5,030	1,638	32.56%
Wisconsin	Oneida	13,345	4,350	32.60%
Wisconsin	Kenosha	31,958	10,714	33.53%
Wisconsin	Washburn	5,995	2,027	33.81%
Wisconsin	Forest	2,923	1,002	34.28%
Wisconsin	Lafayette	3,780	1,297	34.31%
Wisconsin	Price	4,821	1,685	34.95%
Wisconsin	Barron	12,857	4,549	35.38%
Wisconsin	Rock	35,706	12,821	35.91%
Wisconsin	Iron	2,265	815	35.98%
Wisconsin	Rusk	4,431	1,603	36.18%
Wisconsin	Pierce	8,285	3,062	36.96%
Wisconsin	Dodge	19,874	7,362	37.04%
Wisconsin	St. Croix	16,826	6,337	37.66%
Wisconsin	La Crosse	24,490	9,380	38.30%
Wisconsin	Polk	12,015	4,720	39.28%
Wisconsin	Ozaukee	21,742	8,711	40.07%
Wisconsin	Portage	15,092	6,052	40.10%
Wisconsin	Marinette	12,987	5,357	41.25%
Wisconsin	Grant	11,548	4,816	41.70%
Wisconsin	Lincoln	8,163	3,423	41.93%
Wisconsin	Vernon	7,773	3,288	42.30%
Wisconsin	Clark	7,551	3,207	42.47%
Wisconsin	Taylor	4,595	1,954	42.52%
Wisconsin	Douglas	10,950	4,673	42.68%
Wisconsin	Racine	43,802	18,713	42.72%
Wisconsin	Waukesha	92,903	39,795	42.83%
Wisconsin	Washington	30,258	12,982	42.90%
Wisconsin	Langlade	6,111	2,624	42.94%
Wisconsin	Marathon	29,566	13,733	46.45%
Wisconsin	Sheboygan	26,039	12,102	46.48%
Wisconsin	Manitowoc	20,671	9,786	47.34%
Wisconsin	Milwaukee	166,894	80,993	48.53%
Wisconsin	Wood	19,491	9,475	48.61%
Wisconsin	Green Lake	5,543	2,757	49.74%
Wisconsin	Kewaunee	4,907	2,458	50.09%
Wisconsin	Fond du Lac	23,513	11,804	50.20%

Medicare Supplement Prospecting Guide

		Med Supp Sales	Med Supp or MA Sales	Medicare Advantage Sales
State	County	Medicare Eligibles	Medicare Advantage Enrolled	% Enrolled in MA Plans
Wisconsin	Waushara	7,607	3,859	50.73%
Wisconsin	Waupaca	14,223	7,415	52.13%
Wisconsin	Brown	50,473	26,699	52.90%
Wisconsin	Shawano	10,921	5,925	54.25%
Wisconsin	Oconto	10,227	5,574	54.50%
Wisconsin	Winnebago	35,800	19,873	55.51%
Wisconsin	Outagamie	36,675	20,944	57.11%
Wisconsin	Calumet	9,973	5,829	58.45%
Wyoming	Washakie	2,143	12	0.56%
Wyoming	Campbell	6,421	50	0.78%
Wyoming	Converse	2,852	23	0.81%
Wyoming	Big Horn	3,021	36	1.19%
Wyoming	Sublette	1,798	28	1.56%
Wyoming	Johnson	2,488	39	1.57%
Wyoming	Sweetwater	7,007	117	1.67%
Wyoming	Goshen	3,496	60	1.72%
Wyoming	Lincoln	4,273	82	1.92%
Wyoming	Hot Springs	1,608	34	2.11%
Wyoming	Park	8,587	202	2.35%
Wyoming	Platte	2,603	81	3.11%
Wyoming	Laramie	20,926	762	3.64%
Wyoming	Teton	4,075	180	4.42%
Wyoming	Carbon	3,224	143	4.44%
Wyoming	Crook	1,876	87	4.64%
Wyoming	Sheridan	8,123	393	4.84%
Wyoming	Natrona	15,694	802	5.11%
Wyoming	Albany	5,814	371	6.38%
Wyoming	Weston	1,815	116	6.39%
Wyoming	Fremont	9,245	594	6.43%
Wyoming	Uinta	3,913	349	8.92%