



# Broker Brief

Q2 2025



## Kentucky Withdraw

CareSource has made the decision to no longer offer a Marketplace plan in Kentucky after December 31, 2025. Current CareSource Marketplace members in Kentucky will experience no changes in their coverage through the end of year and will have the opportunity to select a new plan during the upcoming open enrollment period – ensuring uninterrupted access to care. This decision was not made lightly. CareSource is dedicated to purposeful growth that aligns resources to areas where we can have the greatest impact. All broker commissions will continue to be paid at the 2025 stated levels for the remainder of 2025 or until the time the member terminates their coverage with CareSource, whichever comes first. Please reach out to the CareSource Sales team for any additional questions.

## NEW MARKET ALERT: Nevada

CareSource will be offering Marketplace plans in all 17 counties in Nevada for the upcoming plan year! If you have any questions about how to get involved, please reach out to your Broker Account Managers.



Save the date for a road show location near you!

Invitations that include location and details will be released at the beginning of August.

Ohio	Cincinnati	8/11/2025	Monday	11:30 – 1:30
Ohio	Columbus	8/12/2025	Tuesday	11:00 – 1:00
Ohio	Cleveland	8/13/2025	Wednesday	12:00 – 2:00
Ohio	Toledo	8/14/2024	Thursday	12:00 – 2:00
Georgia	Gainesville	8/25/2025	Monday	11:30 – 1:30
Georgia	Atlanta	8/26/2025	Tuesday	11:30 – 1:30
Georgia	Macon	8/27/2025	Wednesday	12:00 – 2:00
Georgia	Savannah	8/28/2025	Thursday	12:00 – 2:00
North Carolina	Asheville	9/10/2025	Wednesday	11:00 – 1:00
North Carolina	Charlotte	9/11/2025	Thursday	11:00 – 1:00
Indiana	Fort Wayne	9/16/2025	Tuesday	11:00 – 1:00
Indiana	Indianapolis	9/17/2025	Wednesday	9:00 – 11:00
Indiana	Evansville	9/18/2025	Thursday	9:00 – 11:00
Nevada	Reno	9/23/2025	Tuesday	11:00 – 1:00
Nevada	Las Vegas	9/25/2025	Thursday	11:00 – 1:00

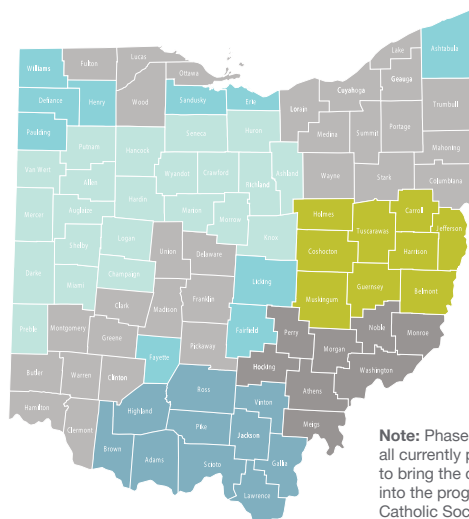
## BOLO: DSNP First Looks and Roadshows

Please keep an eye out for our DSNP first looks and roadshows this summer, where you can learn more about our exciting enhancements for 2026 in Ohio and Georgia. Additionally, we will be offering DSNP product certification this summer, so please remember to send us your updated AHIP to ensure you're ready for AEP.

There is a lot of enthusiasm surrounding the OH FIDE SNP (MyCare) and its phased rollout in 2026. The program will begin with the current 29 MyCare counties and will expand to statewide coverage by August 2026. Below is a map illustrating the rollout. Please view map below:

## Next Generation MyCare Program Roll Out

The Next Generation MyCare program will be implemented in two phases to allow ODM to partner will all stakeholders to prepare for the program expansion and disrupt member as little as possible.



**Note:** Phase 2 begins by expanding all currently participating AAA regions to bring the counties without MyCare into the program, except for AAA2. Catholic Social Services operates as the PASSPORT Agency Administrator in the non-MyCare Counties within AAA2, so additional time is needed.

### Phase 1: Current MyCare Counties

On Jan. 1, 2026, ODM will roll out the Next Generation MyCare program in the 29 counties where MyCare is currently available today.

Jan. 1, 2026	AAA1: Butler, Warren, Clinton, Hamilton, Clermont AAA2: Montgomery, Clark, Greene AAA6: Franklin, Delaware, Union, Madison, Pickaway AAA4: Lucas, Fulton, Ottawa, Wood AAA10a: Lorain, Cuyahoga, Medina, Lake, Geauga AAA10b: Summit, Portage, Stark, Wayne AAA11: Columbiana, Mahoning, Trumbull
<b>Phase 2*: Remaining Counties</b> Starting on Apr. 1, 2026, and continuing through the year, ODM will roll out the Next Generation MyCare program in the remaining counties.	
Jan. 1, 2026	AAA4: Sandusky, Erie, Henry, Williams, Defiance, Paulding AAA6: Fayette, Fairfield, Licking AAA11: Ashtabula
Jan. 1, 2026	AAA2: Preble, Darke, Miami, Shelby, Champaign, Logan AAA3: Van Wert, Putnam, Hancock, Allen, Mercer, Auglaize, Hardin AAA5: Seneca, Huron, Wyandot, Crawford, Richland, Ashland, Marion, Morrow, Knox
Jan. 1, 2026	AAA7: Ross, Vinton, Highland, Pike, Jackson, Gallia, Brown, Adams, Scioto, Lawrence
Jan. 1, 2026	AAA9: Holmes, Tuscarawas, Carroll, Jefferson, Coshocton, Harrison, Belmont, Guernsey, Muskingum
Jan. 1, 2026	AAA8: Hocking, Perry, Morgan, Noble, Monroe, Washington, Athens, Meigs

# CMS Agent Term & Suspensions List

Effective immediately, CareSource will implement the following actions:

- Before onboarding, CareSource Sales Support will compare the requested name against the AB Suspension and Termination List. If a match is found, the onboarding link will not be sent, and the submitting FMO will be notified.
- Each month, we will review the list of actively appointed salespersons and entities against the AB Suspension and Termination List.
- If a match is identified, we will suspend the agent/agency and place a commission hold on their record, pending the outcome from CMS, who has a self-imposed SLA (Service Level Agreement) of 90 days. A notification will be sent to the agent/agency, with a copy to the upline, informing them that all sales activities must cease until the outcome from CMS is determined.
- Agent/agency that match this list may utilize the appeal methods provided in the notification sent by CMS.
- CareSource has no role in determining who is on the list, the appeal process, length of appeal process, termination date, or the outcome of any case; we will comply with CMS's decisions in all instances.
- If, after 120 days (allowing for unforeseen delays from CMS), the agent/agency remains on the AB Suspension and Termination List, CareSource will terminate the affiliation and all state appointments. The agent's record will be marked as 'Do Not Recontract,' and no further commissions will be paid.
- Conversely, if the agent/agency is removed from the AB Suspension and Termination List after CMS' review, CareSource will lift the commission hold, resume commission payments, including any funds held during the suspension. A notification will be sent to the agent/agency, with a copy to the upline, advising that the suspension has been lifted, sales may resume, and commissions will be paid, including funds held during the suspension period.



## Agent Reminder

Please remember to respond to any emails from CareSource regarding compliance. It is essential for both CareSource and the agents selling our products to maintain compliance. Thank you!



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