CONCIERGE SERVICE GRID PRODUCT QUESTIONS

Question Category	Question Type	Question Details
Products	**Life-Final Expense**	Special Features
Products	Life-Final Expense	Rates
Products	Life-Final Expense	Underwriting
Products	**Single Premium Life**	Special Features
Products	Single Premium Life	Rates
Products	Single Premium Life	Underwriting
Products	**Hospital Indemnity**	Special Features
Products	Hospital Indemnity	Rates
Products	Hospital Indemnity	Underwriting
Products	**Home Health Care**	Special Features
Products	Home Health Care	Rates
Products	Home Health Care	Underwriting
Products	**Short-Term Care**	Special Features
Products	Short-Term Care	Rates
Products	Short-Term Care	Underwriting
Products	**Cancer Insurance**	Special Features
Products	Cancer Insurance	Rates
Products	Cancer Insurance	Underwriting
Products	**Dental/Vision/Hearing**	Special Features
Products	Dental/Vision/Hearing	Rates
Products	Dental/Vision/Hearing	Underwriting
Products	**Medicare Supplement**	Special Features
Products	Medicare Supplement	Rates
Products	Medicare Supplement	Underwriting
Products	**Annuity**	Fixed Index
Products	Annuity	Mult-Year Guarantee
Products	Annuity	Immediate
Products	Annuity	Medicaid
Products	**Long-Term Care**	Special Features
Products	Long-Term Care	Rates
Products	Long-Term Care	Simplified Underwriting
Products	**Medicare Advantage**	Plan Details
Products	Medicare Advantage	Availability
Products	**Prescription Plan**	Plan Details
Products	Prescription Plan	Availability

CONCIERGE SERVICE GRID QUOTES

Quote	Life-Final Expense	Price Driven
Quote	Life-Final Expense	Accelerated Benefits NH
Quote	Life-Final Expense	Accelerated Benefits HHC
Quote	Life-Final Expense	Accelerated Benefits NH+HHC
Quote	Life-Final Expense	Waiver-of-Premium
Quote	Life-Final Expense	Guranteed Issue
Quote	Life-Final Expense	Health Issues
Quote	**Single Premium Life**	WL NH Benefits
Quote	Single Premium Life	WL Wealth Transfer
Quote	**Hospital Indemnity**	GI Med Sup Conversion
Quote	Hospital Indemnity	GI Age 64.5-65.5
Quote	Hospital Indemnity	Other
Quote	**Home Health Care**	Age 64 and over
Quote	Home Health Care	Under Age 64
Quote	**Short-Term Care**	With HHC
Quote	Short-Term Care	Without HHC
Quote	**Cancer Insurance**	Lump Sum Benefit Only
Quote	Cancer Insurance	Combination Benefits
Quote	**Dental/Vision/Hearing**	Age 64 and over
Quote	Dental/Vision/Hearing	Under Age 64
Quote	**Medicare Supplement**	Rates
Quote	Medicare Supplement	Underwriting Issue
Quote	**Annuity**	Fixed Index
Quote	Annuity	Mult-Year Guarantee
Quote	Annuity	Immediate
Quote	Annuity	Medicaid
Quote	**Long-Term Care**	Traditional
Quote	Long-Term Care	Partnership
Quote	**Medicare Advantage**	Plan Details
Quote	Medicare Advantage	Availability
Quote	Medicare Advantage	Enrollment
Quote	**Prescription Plan**	Plan Details
Quote	Prescription Plan	Availability
Quote	Prescription Plan	Enrollment

CONCIERGE SERVICE GRID MISC.

JLS Sales Academy	**Login Help**	Can't get in
JLS Sales Academy	Login Help	Can't find something
JLS Sales Academy	**Virtual Courses**	Already Enrolled
JLS Sales Academy	Virtual Courses	Thinking about it
JLS Sales Academy	**In-Person Event**	Already Enrolled
JLS Sales Academy	In-Person Event	Thinking about it
JLS Sales Academy	**Case Reviews**	Already Enrolled
JLS Sales Academy	Case Reviews	Thinking about it
JLS Sales Academy	**Assessments**	Already Enrolled
JLS Sales Academy	Assessments	Thinking about it
Incentives	**Training Incentives**	JLSSA
Incentives	**Training Reimbursements**	JLSSA
Incentives	**Carrier Incentives**	Provide Company in Notes
Incentives	**Carrier Conventions**	Provide Company in Notes
Licensing	Status	Provide Company in Notes
Licensing	New	Provide Company in Notes
Policy Status	Pending	Provide Company & Policyholer
Policy Status	Active	Provide Company & Policyholer
Claims	**Life Insurance**	Final Expense
Claims	Life Insurance	Single Premium Life
Claims	**Health Insurance**	Hospital Indemnity
Claims	Health Insurance	Home Health Care
Claims	Health Insurance	Short-Term Care
Claims	Health Insurance	Dental/Vision/Hearing
Claims	Health Insurance	Hospital Indemnity
Claims	Health Insurance	Cancer Insurance
Claims	Health Insurance	Long-Term Care
Claims	Health Insurance	Medicare Supplement
Claims	**Medicare Plan**	Medicare Advantage
Claims	Medicare Plan	Prescription Plan
Claims	**Annuity**	Annuity
Misc	**Misc**	**Provide Note**