

“ALL THE RIGHT MOVES FOR YOUR BEST AEP YET” RESOURCE SHEET



STATE, COUNTY, CITY BREAKDOWN

<http://www.hometownlocator.com>

SENIOR MOBILE HOME PARKS

www.google.com (example: “senior mobile home parks Mesa, AZ”)

SENIOR HOUSING

www.senioroutlook.com

www.google.com

SENIOR CENTERS

www.google.com

COMMUNITY EVENTS

www.google.com

RETAIL VENUES

www.google.com

ORGANIZATIONS YOU BELONG TO

Your place of worship, service organizations, workout facility, etc.

REFERRALS

WHERE ELSE CAN YOU FIND PEOPLE WHO QUALIFY?

www.google.com

- Bingo Tournaments
- Ice Cream Socials
- Ball at the Mall
- Fashion Shows
- Walk the Golden Miles
- Senior Expos
- Tea Parties
- Barbeques
- Bowling Tournaments
- Golf Clinics
- Tennis Clinics
- Bridge Clubs
- Senior Single Social
- Pharmacies & Grocery “Camps”
- Nail salons/Hair salons
- Nutrition Programs/Meals on Wheels/etc.
- Your current client base
- Community Newsletters
- University & College Extension Programs
- Senior Lunch Programs
- Senior Movie Days
- Doctor/Dentist Speaker Events & Health Topics
- Employer Health Fair
- Park & Recreations Activities
- Christmas/Holiday Ceremonies
- Member Potlucks
- Line & Square Dancing
- Pancake Breakfasts
- Quilting Clubs
- Gardening Seminars
- Walking Programs
- Laundromats
- Real Estate Agents
- Other Insurance Agents that don't do Medicare
- Chamber of Commerce/Networking Groups

THE LIST IS ENDLESS...BE CREATIVE!
AND PLEASE USE THE GREAT TOOLS AVAILABLE TO YOU...
BE SURE TO CHECK OUT THE AGENT TOOLKIT!

