



## 2018 CARRIER CERTIFICATION REQUIREMENTS

AGA EIN: 33-0961867

| CARRIER    | REQUIRED CERTIFICATIONS  | NO. OF ATTEMPTS | PASSING SCORE | IF AGENT CERTIFIES IN 2018, CAN THEY SELL IN 2017 | LINK  |
|------------|--|-----------------|---------------|---|---|
| Aetna      | <ul style="list-style-type: none"><li>• AHIP</li><li>• Core training and exam</li><li>• Part D Training and Exam</li><li>• Medicare Part D Productions</li><li>• MA/MAPD Overview Training and Exam</li><li>• Market Specific Training</li></ul> | 3               | 90%           | Yes   | <a href="https://aetna.cmssystem.com/ext/ahip/login.php">https://aetna.cmssystem.com/ext/ahip/login.php</a>                         |
| AgeWell    | <ul style="list-style-type: none"><li>• AHIP</li><li>• AgeWell New York's Medicare Product Test</li><li>• Mandatory in-person training</li></ul>   | 3               | 85%           | Yes   | <a href="http://www.ahipmedicaretraining.com/clients/agewellnewyork">http://www.ahipmedicaretraining.com/clients/agewellnewyork</a> |
| Alignment  | <ul style="list-style-type: none"><li>• AHIP</li><li>• Online Annual Certification</li></ul>   | 3               | 85%           | Yes   | <a href="http://www.alignmenthealthplan.com">www.alignmenthealthplan.com</a>  |
| Amerigroup | <ul style="list-style-type: none"><li>• AHIP</li><li>• Compliance Training</li><li>• All Product training (HMO, PDP, and PPO)</li><li>• Complete the Part D Plans Module if you will be selling MAPD plans for HMO, PPO, or SNP</li></ul>        | 3               | 90%           | Yes   | <a href="https://anthem.cmssystem.com/ext/ahip/login.php">https://anthem.cmssystem.com/ext/ahip/login.php</a>                       |
| Anthem BC  | <ul style="list-style-type: none"><li>• AHIP</li><li>• Compliance Training</li><li>• All Product training (HMO, PDP, and PPO)</li><li>• Complete the Part D Plans Module if you will be selling MAPD plans for HMO, PPO, or SNP</li></ul>        | 3               | 90%           | Yes   | <a href="https://anthem.cmssystem.com/ext/ahip/login.php">https://anthem.cmssystem.com/ext/ahip/login.php</a>                       |



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| Aspire          | <ul style="list-style-type: none"><li>• AHIP or Gorman Core Test</li><li>• Plan-Specific Training and Testing</li><li>• FWA Module and Test</li><li>• Compliance</li><li>• On-line Certifications</li><li>• In-Person Benefit Meetings (not mandatory)</li></ul> | 3               | 90%           | Yes   | <a href="https://www.SentinelElite.com">https://www.SentinelElite.com</a>  |
| BCBS IL         | <ul style="list-style-type: none"><li>• AHIP</li><li>• Producer Agent Curriculum</li></ul>   | 3               | 85%           | No  | <a href="https://www.bcbsil.com/producer/">https://www.bcbsil.com/producer/</a>  |
| BCBS KC         | <ul style="list-style-type: none"><li>• AHIP</li><li>• Medicare Advantage Training</li></ul>   | 3               | 85%           | Yes   | New agent:<br><a href="https://bcbskansascity.pinpointglobal.com/Apps/Medicare/PreRegistration.aspx">https://bcbskansascity.pinpointglobal.com/Apps/Medicare/PreRegistration.aspx</a><br><br>Returning agent:<br><a href="https://bcbskansascity.pinpointglobal.com/Apps/Medicare/Default.aspx">https://bcbskansascity.pinpointglobal.com/Apps/Medicare/Default.aspx</a> |
| BCBS NM, OK, TX | <ul style="list-style-type: none"><li>• AHIP</li><li>• Sales Agent Requirements Course</li><li>• MAPD/PDP Product Course</li><li>• MAPD/PDP Product Exam</li><li>• Producer Certification Form</li></ul>   | 3               | 85%           | No  | <a href="http://hcsc.cmpsyste.com/clients/hcsc/internal">http://hcsc.cmpsyste.com/clients/hcsc/internal</a>  |
| Blue Shield     | <ul style="list-style-type: none"><li>• AHIP</li><li>• Product Training – MAPD and PDP</li></ul>   | 5               | 85%           | No  | <a href="http://www.medicareproductcertification.com">http://www.medicareproductcertification.com</a>  |
| Brand New Day   | <ul style="list-style-type: none"><li>• AHIP</li><li>• In-person training with Test</li></ul>  | 1               | 100%          | Yes   | n/a  |
| Care1st         | <ul style="list-style-type: none"><li>• AHIP</li><li>• In-person training</li></ul>  | 1               | 100%          | Yes   | n/a  |



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| CareMore                            | <ul style="list-style-type: none"><li>• AHIP</li><li>• The CareMore Model</li><li>• Compliant Selling Review and Test</li><li>• Model of Care - SNP</li></ul>   | 1               | 100%<br>(Compliant Selling Review and Test) | Yes   | <a href="https://caremore.mindflash.com/">https://caremore.mindflash.com/</a>  |
| Central Health                      | <ul style="list-style-type: none"><li>• AHIP</li><li>• FWA Attestation</li><li>• On-line Certification Exam</li><li>• In-person Certification Training</li></ul>  | 3               | 85%   | No  | <a href="https://www.centralhealthplan.com/broker">https://www.centralhealthplan.com/broker</a>  |
| Cigna                               | <ul style="list-style-type: none"><li>• AHIP</li><li>• New Agent Training (if applicable)</li><li>• 2017 Certification Refresher Course</li><li>• Selling with Integrity</li><li>• Compliance Program</li><li>• Products and Benefits Overview</li><li>• Policies and Procedures Attestation</li><li>• Pinpoint Medicare Training</li></ul> | 3               | 85%   | No  | <a href="https://www.cignahealthspringproducers.com">https://www.cignahealthspringproducers.com</a>  |
| Community Care Alliance of Illinois | <ul style="list-style-type: none"><li>• AHIP</li><li>• Compliance</li><li>• On-line Product Training</li></ul>  | 3               | 85%   |   | <a href="https://sentinelelite.com/Account/Register">https://sentinelelite.com/Account/Register</a><br>[Agent will receive a unique pin #] |
| Emblem                              | <ul style="list-style-type: none"><li>• AHIP</li><li>• CMS Core Training</li><li>• FWA Training</li><li>• EmblemHealth Product Training</li></ul>   | 3               | 85% (Core)<br>70% (FWA)<br>85% (Product)    | No  | <a href="https://sentinelelite.com/Account/Register">https://sentinelelite.com/Account/Register</a><br><br>Registration Code: EHAGA        |
| Golden State                        | <ul style="list-style-type: none"><li>• AHIP</li><li>• Broker Training</li></ul>  | 3               | 85%   | Yes   | n/a  |



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|              | Presentation   |                 |                                   |   |   |
| Humana       | <ul style="list-style-type: none"><li>• AHIP</li><li>• Humana's External Agent MAPD Certification Part 1 – Self Study</li><li>• Sales and Marketing; Compliance Information</li><li>• State-Specific Training: Humana Products and Processes</li><li>• On-line certification or face-to-face</li></ul>   | 3               | 85%                               | Yes   | <a href="https://www.humana.com/agent/">https://www.humana.com/agent/</a>   |
| Inter Valley | <ul style="list-style-type: none"><li>• AHIP</li><li>• Attend live in-person training and exam</li></ul>   | 2               | 90%                               | Yes   | n/a   |
| Molina       | <ul style="list-style-type: none"><li>• AHIP</li><li>• Core Training</li><li>• Product Training</li></ul>  | 3               | 85%<br>(Core)<br>90%<br>(Product) | Yes   | <a href="https://sentinelelite.com">https://sentinelelite.com</a><br><i>(Note, this link is only for re-contracting agents only. A special link will be sent to new agents)</i> |
| Scan         | <ul style="list-style-type: none"><li>• AHIP</li><li>• Online training – Selling with Integrity</li><li>• Attest to viewing Code of Conduct and Policies and Procedures</li><li>• Complete Facilitator-Led Course:<ul style="list-style-type: none"><li>• Sales Presentation Requirements</li><li>• Market-Specific Products</li></ul></li></ul> | 3               | 85%                               | No  | <a href="https://scan.cmpsystem.com">https://scan.cmpsystem.com</a>   |



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| Scott & White      | <ul style="list-style-type: none"><li>• AHIP</li><li>• Medicare Parts C&amp;D FWA and General Compliance</li><li>• Sales Agent Code of Conduct</li></ul>   | 3               | 85%           | No  | <a href="#">Will be available August 15</a>   |
| Soundpath          | <ul style="list-style-type: none"><li>• AHIP</li><li>• Product Training</li></ul>  | 4               | 85%           | Yes   | <a href="https://www.SentinelElite.com">https://www.SentinelElite.com</a>                   |
| UnitedHealthcare   | <ul style="list-style-type: none"><li>• AHIP</li><li>• Product Training<ul style="list-style-type: none"><li>• AARP Medicare Advantage</li><li>• AARP Medicare Supp</li><li>• AARP PDP</li></ul></li><li>• United Healthcare MAPD</li><li>• Medicare Direct</li><li>• Secure Horizons Med Supp</li><li>• Dual SNP</li><li>• Mature Markets</li><li>• SNP Chronic Illness</li></ul> | 6               | 85%           | Yes   | <a href="https://www.unitedhealthproducers.com/">https://www.unitedhealthproducers.com/</a> |
| Universal American | <ul style="list-style-type: none"><li>• AHIP</li><li>• Core Certification</li><li>• UAM Specific Training and Exam</li><li>• UAM Individual Product Training and Exam</li></ul>  | 3               | 85%           | Yes   | <a href="https://www.SentinelElite.com">https://www.SentinelElite.com</a>                   |



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| WellCare/Easy Choice | <ul style="list-style-type: none"><li>• AHIP</li><li>• SM ACT 1099 Curriculum:<ul style="list-style-type: none"><li>• SM Welcome to ACT</li><li>• SM WellCare Products</li><li>• SM Effective and Compliant Selling</li><li>• SM WellCare Member Enrollment</li><li>• SM ACT Mastery Exam</li></ul></li><li>• WellCare iCare Compliance Training on Fraud, Waste and Abuse and HIPAA for Sales</li></ul> | 3               | 85%           | Yes   | <p><a href="http://www.wellcareuniversity.com">www.wellcareuniversity.com</a></p> <p>Use this link if you are having trouble logging into your WellCare/Easy Choice portal:<br/><a href="https://www.docuSign.net/members/PowerFormSigning.aspx?PowerFormId=f15c3a35-e6ea-4945-bf25-b34804d3cc12">https://www.docuSign.net/members/PowerFormSigning.aspx?PowerFormId=f15c3a35-e6ea-4945-bf25-b34804d3cc12</a></p> |