

AHIP Certification: Agent Guide

Be ready to sell for AEP with required certifications



**You're contracted with carriers and you have a stack of leads — are you ready to sell?
Not yet! You'll need to complete your AHIP certification.**



What is AHIP?

AHIP is a national trade organization for those who provide health care coverage, solutions and services. AHIP advocates for a sustainable health care system through policy analysis, lobbying and research. They also offer professional development courses to agents.



What is AHIP certification and who needs it?

All agents who will be selling Medicare Advantage and Medicare Part D plans need to complete annual coursework that proves the agent understands Medicare rules and anti-fraud safeguards.

AHIP offers a test you can take and pass. With your passing score, you'll be AHIP certified — which most carriers require before you can market their plans.



How can you get AHIP certified?

AHIP's certification season starts in June of each year. You can purchase and take the certification course through the AHIP website directly, but many FMOs and carriers have specific links — and even discounts — available to agents.



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What is in the AHIP certification test?

The test has two components:



Medicare



Fraud, Waste and Abuse

After completing training, you'll have the opportunity to take your test — 50 timed questions with a minimum score of 90%. If you do not pass on your first attempt, you have two chances to try again.

Notes on re-taking the exam:

- Even with three chances to pass your exam, some carriers have stricter requirements and may not allow you to sell their plans with two non-passing scores. Always check carrier rules.
- If you do not pass for the third time, you will not be able to sell for the upcoming year. Take the time to prepare for your exam!



How should I prepare to take the AHIP exam?

AHIP Exam Tips

- ✓ Take the time to study and take notes on key information before you take your exam.
- ✓ Manage your test-taking time. You'll have about 2 minutes per question, so don't linger on questions for too long.
- ✓ Leverage technology to help you find information in the training materials — the exam is open-book!
- ✓ Prepare to manage your stress and your focus during the exam. Practice relaxation and don't forget to eat beforehand!
- ✓ Don't delay your exam. Getting the AHIP certification is a vital step to your AEP preparation and it's worth it to start as soon as you can.

Ready to get started? Your FMO can help!

Ask your FMO if they have additional AHIP resources and if they offer a discount code for your test materials.

Getting ready to sell starts now!