

# Part 2: MA Training and Certifications



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# Annual Certifications

- Must pass this test each year to sell Medicare Advantage and PDP plans
- Typically opens up toward the end of every June
- It costs \$175, but most carriers have a \$50 discount if you use their link (we publish an article every year with those links: <https://blog.newhorizonsmktg.com/ahip-certification-discounts>)
- The AHIP covers MA and PDP explanations, marketing and compliance guidelines, and laws on fraud in Medicare.

- To take the AHIP, go to <https://www.ahipmedicaretraining.com/ext/ahip/login.php>
- Register for the first time

# Carrier Certifications

- In addition to the AHIP, you must certify with each MA/PDP carrier
- You must get certified every year
- What to expect with the certifications and what's being asked
- The certification process varies by carrier

# How do you choose?

# Choosing carriers to certify with

- Some counties have as few as 2 MA carriers – certify with both!
- Some counties have over a dozen, which can be overwhelming
- The quoting tools can come in handy
- Understand which carriers have the best networks in your county
- Narrow it down to no more than 3-4 (more on this in Part 3!)

# Next Up: Choosing MA Carriers to Sell

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