



AEP for Plan Year 2019 will be here soon and Humana is looking forward to a great sales year! Get certified or recertified with Humana! We are pleased to announce the details for Plan Year (PY) 2019 Certification and Recertification.

## **NEW FOR PLAN YEAR 2019:**

### **Making it easier to complete initial MAPD certification online**

Humana is making it easier for you to locate and complete certification training by making certification a single course. After successful completion of the online-only course, you will be certified for all Medicare products.

### **Time Saving Improvements for Certification and Recertification**

We hear from agents and partners like you that certification and recertification takes too long to complete. For PY19, we have managed to make significant improvements to course content and overall course outlines while preserving the high quality training that is expected with Humana. In short, you will notice shorter course outlines and will be able to more easily take away content that you need.

## TRAINING DETAILS FOR PLAN YEAR 2019:

### Certification and Recertification Launch Dates

- All Certification Courses Launch **Tuesday, July 10, 2018** at Noon EST.
- All Recertification Courses Launch **Tuesday, July 17, 2018** at Noon EST.
- External Agents will have until **November 30, 2018** to Complete Recertification.

### AHIP Remains a Requirement for Certification and Recertification

**2019 AHIP is required for both Certification and Recertification.** Agents typically take AHIP through Humana after they have logged into training from our Humana site. If an agent goes directly to AHIP to register, the fee is \$175.00 and must have their AHIP results transferred to Humana before they can continue completing their certification or recertification.

**IMPORTANT:** We are *not* recommending or suggesting that agents should take AHIP as soon as it is available by going directly to the AHIP site. Agents going directly to AHIP will be shown the AHIP e-commerce site where they are required to pay AHIP for their AHIP training, and that rate will not be the Humana discounted rate. For agents who typically have the AHIP fee waived (career and certain non-career agents) they must go through the Humana site to have the AHIP fee covered upfront.

For those agents required to pay the AHIP registration fee, the 2018 charge is \$125.00, if the training is accessed via the Humana MarketPoint University.

### Closing of PY18 Certification - What Agents Need to Know!

Each year, we must take down the current plan year Certification courses in preparation for the next plan year.

This year, Humana's Plan Year 2018 Certification course closes **at 5:00 PM EST on June 15, 2018**. AHIP also closes their PY18 training on June 15, 2018.

- **Friday, June 15th, 2018, 5 pm EST** – The online Plan Year 2018 Certification materials (MAPD and PDP Cert) will close for enrollments.
- **Tuesday, July 10, 2018, 12 pm EST** - 2019 initial certification MAPD Certification will launch. Agents will complete initial MAPD certification training online. *Note: Agents who complete the 2019 initial certification are allowed to sell plans with 2018 effective dates through 11/30/2018.*

### Recertification Deadlines and Specific Information

All recertification courses will launch **July 17, 2018** at Noon EST.

- External agents will have until **November 30, 2018** to complete Recertification.

Please note these important details about agent recertification:

- If an agent certifies for Plan Year 2018, the agent will also need to recertify for the 2019 selling season.
- As always, PY2018 AHIP completion and PY2018 Humana self-study is not acceptable for the upcoming 2019 certification plan year.
- Agents who certify for 2019 on or after July 10, 2018 do not need to recertify for 2019!

### Accessing Certification and Recertification

1. You can access certification and recertification by logging into the Vantage agent portal from Humana.com.
2. From the Education card in Vantage, click the **Humana MarketPoint University (HMU)** link.
3. Instructions for locating and starting training are available on the homepage of HMU.



#### FOCUS

Our focus on Medicare is second to none. It's the fastest-growing segment of insurance, and Humana embraces every opportunity to keep that success rolling for you and your clients.



#### PRODUCTS

Humana offers some of the most sought-after plans in the business. Our comprehensive suite of products allows you to wow your clients and keep your sales funnel full.



#### SUPPORT

We want our agents to soar. That's why Humana provides you with powerful tools, engaging technology and training, and unmatched support from people as driven as you.

### WE APPRECIATE YOU!

*Your Loyalty And Business Is Very Important To Us And We Value Your Services! Thank you for your continued support and participation in Humana MarketPoint's Agent Program.*

