



Update for 2010 Certification

CMS has developed an online training and testing module to be released as a pilot for CY 2010 and expanded for CY 2011. The CMS 2010 Pilot Agent and Broker Training and Testing Module was released to volunteer Medicare Advantage (MA) organizations and PDP sponsors on July 31, 2009. Molina did not volunteer to participate but will recognize the certification received by agents and brokers through the CMS pilot if completed through another carrier. Please fax a copy of certification to Broker Support Unit Fax at 562-499-0732.

AHIP

Cost: There is a \$149.99 fee for certification and recertification, required at the time of registration. Each user has 3 attempts to pass the AHIP exam per registration fee. If additional attempts are required, they must pay another \$149.99.

Reimbursement: Producers can qualify for reimbursement by selling 10 or more Molina Medicare Advantage Prescription Drug (MAPD) Plans or Special Needs Plans (SNP) with effective dates between 1/1/10 - 3/31/10 during the 2010 Annual Election and Open Enrollment Periods.

Requirements:

- Producer must complete the AHIP through Molina Medicare at https://www.medicareonlinetraining.com/MolinaHealthcare_ext
- Producer must submit the AHIP receipt with the 10th enrollment via fax to the Broker Support Unit at 562 - 499- 0732



NOW is the Time to Get Ready to Sell Molina Medicare MAPD/SNP Plans in 2010

Online Molina Medicare -AHIP Training and Certification Kicks Off August 1st!

There are exciting Medicare sales opportunities with Molina Medicare, MAPD and SNP Plans. Did you know that for 2010, the Centers for Medicare & Medicaid Services (CMS) projects enrollment of more than 46 million new Medicare beneficiaries?

TRAIN and CERTIFY EARLY!

The following information and reminders highlight some of the specific information and what to expect when you go to the Molina Medicare at https://www.medicareonlinetraining.com/MolinaHealthcare_ext and log in to access the Molina Medicare - AHIP Training site to attain your "Ready to Sell" status for the upcoming Annual Enrollment Period (AEP).

A Few Reminders:

- To be eligible to sell the Molina Medicare plans, you must successfully complete the online AHIP Medicare Marketing Training and test
- To be eligible to sell Molina Medicare you must successfully complete the Molina Medicare product Training and test. *(Please contact your account representative for upcoming 2010 classes/webinars)*
- To be eligible to sell the Molina Medicare plans, you must have completed all necessary contracting
- If you sell a product that you are not certified and appointed for, you will not receive commissions.

Getting Started:

When you enter the AHIP Training site, be sure to read the information in its entirety that gives you complete details and outlines the steps to complete training and certification.

You are able to bookmark the product training modules. However, be sure to allow yourself ample time to take the online tests. There is not a Save function, which means that you cannot pause/save the AHIP Marketing tests once you have started it

You will be locked out from a module and test if you do not successfully pass the test after 3 attempts.

When You Are Ready to Begin...

Starting August 1st, access Molina Medicare AHIP Training at https://www.medicareonlinetraining.com/MolinaHealthcare_ext. Read completely the information that explains what you can expect when you enter the -AHIP site. Then, follow the easy steps to train, certify and be ready to sell.

Questions? More information?

Molina Medicare Broker Support Unit

Toll Free 866-440-9788 (M-F 7am to 6pm MST)

Fax - 562-499-0732

broker@molinahealthcare.com

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