



MEDICAL MUTUAL®

Special Broker Update

Date: June 17, 2021
Subject: Preparing for the Upcoming Medicare Sales Season
Topic: Medicare
Applies to: Individual

As we prepare for the upcoming Medicare Annual Enrollment Period, we have two important reminders for Medicare-affiliated brokers and agencies regarding our Annual Medicare Advantage Certification and marketing materials to help grow your book of business. Please contact your Medical Mutual sales representative or Field Marketing Organization if you have questions.

Annual Medicare Advantage Certification Begins June 28, 2021

It's time to complete your Medical Mutual Medicare Advantage certification. There are numerous changes to the certification process this year, so we encourage you to read this entire update.

2022 Training Course Requirements

You must complete AHIP certification before gaining access to the Medical Mutual certification modules, AHIP will automatically share your completion dates with Medical Mutual once you log on to your Web Courseworks account.

To access your account please follow the below:

- Log into MyBrokerLink
- Select Sales & Quoting
- Select Medicare Advantage
- Training and Certification.

Completion of the 2022 training will certify an agent for both the 2021 and 2022 plan years through a combination year certificate.

Agents will be given five attempts to reach a passing score of at least 85%. The exception to this is the Title 18 attestation module, which must be passed with a 100%.

As a reminder: Agents are given a \$50 discount by accessing AHIP training through our Medical Mutual link. If you completed NAHU general compliance and FWA training, please email MASalesCompliance@medmutual.com for assistance in accessing the certification modules.

Training Modules and Additional Resources

The Training content pdf can be downloaded from Web Courseworks upon module completion. For 2022 certification, you will **not** be required to complete the Sales Event module **unless** you are also certifying for 2021 or will be hosting local area marketing events representing Medical Mutual.

As a reminder, the educational video plays at the end of the Dos & Don'ts: Formal Educational Events module. You must remain on the first slide of the video for at least one minute. We recommend watching the entire video, however you will have the option to stop the video and complete the module.

Interested in growing your Medical Mutual Medicare book of business? We are here to help!

We have a large portfolio of marketing pieces such as fliers, letters, postcards, banners, advertisements and brochures. Nearly all of these materials are available for personalizing with your agency logo and contact information.

Whether you are marketing during AEP or to a Turning 65 audience, we have the right materials for you. Simply click [here](#) to view samples of all that is available to market to your prospects.

Please watch out for upcoming product meetings in your region. If you have questions, contact your Medical Mutual representative.