

2020 MEDICARE CERTIFICATION DETAILS

Discounted pricing available for AHIP 2020 Medicare Core training

In preparation for the 2020 plan year, Blue Cross and Blue Shield of Minnesota (Blue Cross) is pleased to announce an agreement with America's Health Insurance Plans (AHIP) providing Blue Cross agents with discounted pricing for **2020 Medicare Core training** being released on Monday, June 17, 2019.

The Centers for Medicare & Medicaid Services (CMS) requires Blue Cross and all other Medicare plan sponsors to provide training and knowledge testing specific to Medicare program rules, regulations and compliant marketing and sales practices as well as product-specific training.

This requirement includes two training components:

1. Medicare Core training
2. Carrier-specific Medicare product training

Blue Cross agents have **two options** available to them to fulfill both components of the 2020 Medicare Certification requirements.

Option One

Best suited to agents who market and sell for multiple carriers since AHIP Medicare Core training is widely accepted for the Medicare Core training component.

1. Complete 2020 AHIP Medicare Core training (which will be available Monday, June 17) AND
2. Complete Blue Cross 2020 Medicare Product training (coming in August)

Blue Cross agents who take **2020** AHIP training [via the Blue Cross URL](#) will be able to take advantage of discounted course pricing (\$125).

Option Two

Best suited to agents who market and sell only for Blue Cross and Blue Shield of Minnesota.

1. Complete Blue Cross Medicare Core training AND
2. Complete Blue Cross 2020 Medicare Product training

Agents electing this option will be required to pay \$99.95 for the Medicare Core training; there is no additional cost for the Medicare product training modules.

IMPORTANT:

- To take advantage of the AHIP Medicare Core certification at the Blue Cross discounted rate, agents must access the course via the link provided above
- Agents completing AHIP Medicare Core certification to meet the Blue Cross Medicare Core certification requirement via the Blue Cross training portal must use the electronic transfer option via the Blue Cross AHIP portal (via link above) **OR**, if accessing AHIP Medicare Core certification via an alternate option, upload their course completion certificate by clicking the *Import Medicare Certificate* link
- Medicare Core training may be completed via AHIP OR Blue Cross and does not have to be completed twice; make sure to appropriately transfer or upload your AHIP training completion to the Blue Cross training portal to avoid duplicative costs

BLUE PARTNER AGENTS & AGENCIES

You will receive a separate email communication describing how to take advantage of the Blue Partner Medicare certification reimbursement benefit. Please refer to that communication for additional information.

*Posted on **June 6, 2019**. Updated on **June 13, 2019**.*