



Front Runner: Starting July 11, follow these steps to access your FREE 2019 annual certification for Aetna and Coventry Individual Medicare products (MA/MAPD, PDP).

Don't forget, the 2019 Aetna Individual Medicare producer certification kicks off on July 11. Our annual certification process includes AHIP training, plus several other Aetna-specific components.

As a 2018 Front Runner, you can complete AHIP training *free of charge* when you access it through our annual certification process! This is one of the perks of achieving Front Runner status. Just follow these steps.

1. Starting July 11, access our certification site: [AetnaMedicareProducerCertification.com](https://www.aetna.com/medicare/producer/certification).
2. Enter your National producer Number (NPN) and password, click "Login" under Sign In.
3. Then enter your NPN into the Front Runner ID field.
4. Next, review your Profile page and update your information.

Once completed, you can access the 2019 AHIP courses free of charge—compliments of the 2018 Aetna Medicare Front Runner program.

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What's required to sell 2019 MA/MAPD and PDP plans

You must successfully complete the [Aetna Individual Medicare annual certification process](#) and meet all contracting requirements prior to marketing or selling Aetna or Coventry Individual Medicare products (MA/MAPD and PDP) during the Annual Election Period for January 1 effective dates and throughout the year.

Uplines and principals must be fully licensed, appointed and certified in all states and markets where their downline agents or employees intend to sell.

What's required to receive renewal commission?

To receive renewal commission next January for business sold in prior years, you must complete the annual certification process by December 31. You must also be licensed and appointed with us.

How to access the certification site

Just login to our certification site at AetnaMedicareProducerCertification.com.

MA/MAPD/PDP certification components

1. **AHIP Medicare training and exam:** This course has five modules. The final exam requires a passing score of 90% or better within three attempts and includes Fraud, Waste and Abuse (FWA) training and a test.
 - The AHIP final exam costs \$125. (Except for 2018 Front Runners. For Front Runners, the cost is FREE.)
 - If you're recertifying and you completed last year's AHIP training requirements, you can follow a recertification track of modules 4-5 only, plus the Fraud, Waste, and Abuse training/exam. You should still reacquaint yourself with modules 1-3, since the final exam covers all five modules.
2. **Core training and exam:** Provides a high-level view of Aetna's Code of Conduct and Medicare Compliance Program to satisfy annual CMS certification requirements.
3. **Part D training and exam:** Offers a high-level look at Aetna and Coventry Part D products to satisfy annual CMS certification requirements.

PDP-only certification components

1. **AHIP Medicare training and exam:** This course has five modules. The final exam requires a passing score of 90% or better within three attempts and includes Fraud, Waste and Abuse (FWA) training and a test.
 - The AHIP final exam costs \$125. (Except for 2018 Front Runners. For Front Runners, the cost is FREE.)

- If you're recertifying and you completed last year's AHIP training requirements, you can follow a recertification track of modules 4-5 only, plus the Fraud, Waste, and Abuse training/exam. You should still reacquaint yourself with modules 1-3, since the final exam covers all five modules.
- 2. **Core training and exam:** Provides a high-level view of Aetna's Code of Conduct and Medicare Compliance Program to satisfy annual CMS certification requirements.
- 3. **MA/MAPD overview training and exam:** Offers a high-level look at Aetna and Coventry Individual MA/MAPD and Medicare Supplement products to satisfy annual CMS certification requirements.
- 4. **Part D training and exam:** Offers a high-level look at Aetna and Coventry Part D products.

We look forward to working with you to prepare for the 2019 selling season!

If you have any questions, contact your local Aetna Medicare Broker Manager. Or contact the [Aetna Medicare Broker Services Department](#) at 1-866-714-9301, 8 am to 8 pm ET.

Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance and its affiliates (Aetna).

Prior to engaging in the sale of Aetna or Coventry Medicare products, producers must be ready to sell, which means certified, contracted, licensed in the applicable states, and appointed by Aetna in accordance with state law. As permitted in certain states, Aetna will order appointments after the first sale. This communication is intended for use by brokers only and is not intended for distribution to Medicare beneficiaries. Any publication or distribution of this communication to unauthorized recipients without Aetna's approval is prohibited.

Help/Contact us:

If you have any questions, please [Contact Us](#).

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We are located at 151 Farmington Ave, Hartford, Connecticut 06156.

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