



2022 CERTIFICATION TRAINING

MAPD/PDP Producer Certification Training



Dear Producer,

Thank you for your interest in selling Blue Cross MedicareRx (PDP)SM and Blue Cross Medicare AdvantageSM (MAPD). We are pleased to announce that the 2022 Medicare certification training will be available to producers in July.

Details

WHAT

2022 Medicare certification training will be available soon.

The annual mandatory training will include two sections: the AHIP and the HCSC curricula. Sections 1 and 2 must be completed by individual producers and sub-producers including all agency principals. All producers must complete all courses in order to be deemed certified to sell 2022 MAPD/PDP plans.

WHEN

June 21, 2021 AHIP Training Begins

The AHIP training will be available on June 21, 2021. Once again HCSC has negotiated a lower rate for our contracted producers. The AHIP discounted rate for our producers is \$125 instead of \$175. In order to receive the discounted rate, you must use the AHIP/HCSC partner link we'll provide at a later date.

July 7, 2021 HCSC Training Begins (Tentative)

The second section of the training including the HCSC training and other required forms will launch on July 7. All producers must complete the training prior to marketing/selling 2022 MAPD/PDP plans.

WHY

The Centers for Medicaid and Medicare Services, as well as HCSC, requires producers to complete the annual training process in accordance with CMS regulations at Title 42 of the Code of Federal Regulations, Parts 417, 422, and 423.

2021 Medicare Curriculum Announcement

The 2021 AHIP course will not be available after June 17, 2021 at 11:59 p.m. CST.

Producers who wish to complete the 2021 MAPD/PDP curriculum may instead take the 2022 AHIP course along with the 2021 Blue Cross Medicare Options plan course, exam and forms. As of Wednesday, July 7, producers seeking to complete the 2021 training will be assigned a dual plan year curriculum for both 2021 and 2022. The combined curriculum will satisfy the certification requirement for both 2021 and 2022.

Your Medicare Renewal Compensation

All producers must certify by December 31, 2021 to retain all prior year renewals (exemptions apply for PDP plans sold between 2006 and 2008).

Stay Tuned!

In the next few weeks you will be receiving a series of emails with updates and more detailed instructions on how to complete your certification.

"Training on Us Program" will launch soon! To learn more on how we may cover your 2023 AHIP Course costs, look out for additional information in future communications.

America's Health Insurance Plans (AHIP) is an independent organization offering online insurance education, advocacy, research and analysis to its members.

Blue Cross MedicareRxSM is a prescription drug plan provided by HCSC Insurance Services Company (HISC), an Independent Licensee of the Blue Cross and Blue Shield Association. A Medicare-approved Part D sponsor. Enrollment in HISC's plan depends on contract renewal.

Blue Cross Medicare Advantage HMO plans in Montana, HMO and HMO-POS plans in Illinois and New Mexico, and PPO plans in Illinois, Montana, New Mexico, and Oklahoma provided by Health Care Service Corporation, a Mutual Legal Reserve Company (HCSC). Blue Cross Medicare Advantage Dual Care in New Mexico is an HMO Special Needs Plan provided by HCSC. Blue Cross Medicare Advantage PPO plans in Texas are provided by HCSC Insurance Services Company (HISC). Blue Cross Medicare Advantage HMO and HMO-POS plans and Blue Cross Medicare Advantage Dual Care HMO Special Needs Plan in Texas are provided by GHS Insurance Company (GHS). Blue Cross Medicare Advantage HMO and HMO-POS plans in Oklahoma are provided by GHS Health Maintenance Organization, Inc. d/b/a BlueLincs HMO (BlueLincs) and by GHS Managed Health Care Plans, Inc. (GHS-MHC). HCSC, HISC, GHS, GHS-MHC, and BlueLincs are Independent Licensees of the Blue Cross and Blue Shield Association. HISC, GHS-MHC, and BlueLincs are Medicare Advantage organizations with a Medicare contract. HCSC is a Medicare Advantage organization with a Medicare contract and a contract with the New Mexico Medicaid program. GHS is a Medicare Advantage organization with a Medicare contract and a contract with the Texas Medicaid program. Enrollment in Blue Cross Medicare Advantage plans depends on contract renewal.

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