

2010 Aetna Producer Certification for Individual Medicare Advantage Plans

Aetna
Medicare
Advantage
Plans

We're excited to announce that the 2010 Aetna Producer Certification Program for Individual Medicare begins Monday, August 10th.

Aetna's certification program is offered on a new website this year. The website streamlines the overall certification process and is easier for producers to navigate.

- To access the certification program, producers must use this link: [2010 Aetna Producer Certification](#).
- For step-by-step instructions on completing certification, please view our [Help Guide](#).
- For registration purposes, the Aetna organization code for producers in is . Please distribute this code to your brokers.

As a reminder, all producers are required to complete the certification program and be licensed and appointed before engaging in any sales-related activities involving Aetna individual Medicare plans.

Overview of 2010 Producer Certification

Aetna's producer certification program has two components: AHIP certification and Aetna Product certification.

1. AHIP certification (3-7 hours) consists of 5 training modules and an exam that must be passed with a score of 90% or better.
 - If producers are recertifying (i.e., they completed AHIP certification in 2009), they are only required to take modules 4-5. However, material from all 5 modules is covered in the final exam.
2. Aetna Product certification (45 minutes) consists of 1 module and an exam that must be passed with a score of 90% or better.

Cost: There is a \$100 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 \$100.

Reimbursement: Producers can qualify for reimbursement by selling 5 or more Medicare Advantage Prescription Drug (MAPD) plans (with effective dates between 1/1/10 - 3/31/10) during the 2010 Annual Election and Open Enrollment Periods.

- Exclusions: Prescription drug (PDP) plans do not count towards reimbursement, nor do plans

sold during special enrollment periods or initial enrollment periods.

- Reimbursement is targeted for completion by the end of 2nd quarter 2010. We will reimburse up to \$100 per producer.

If you have any questions about the certification process, please contact the Broker Service Unit at (888) 247-1050. For questions regarding the registration fee, please contact AHIP at (866) 234-6909.

We look forward to working with you.

Thank You for Your Business!

Producer World[®]

This information is intended for brokers only. Aetna Medicare Advantage Plans: Offered by Aetna Health Inc., Aetna Health of California Inc., Aetna Health of Illinois Inc. and/or Aetna Life Insurance. Plans contain exclusions and limitations. All Producers must be properly licensed, certified and appointed with Aetna as a Medicare Producer before they begin to sell Aetna Medicare products. 08/09