



MarketPoint Retail Sales Learning and Development is excited to announce our Certification and Recertification launch dates, and also a couple of changes we made to our Plan Year 2022 (PY22) Certification for our Partner channel agents. We think you'll love the updates for this selling season! We've made this year's process easier than ever with our newly expanded options for completing CMS required training.



More Options for PY22: AHIP or NAHU!

Each year CMS requires agents to complete Medicare basics, marketing, enrollment, and Fraud Waste and Abuse training. To keep agents from having to repeat this training with each carrier they might certify with, Humana MarketPoint Partner agents have met this requirement by completing AHIP's Medicare training course. Agents have said they would like more options and we listened. We are excited to make NAHU Medicare training an option in addition to AHIP for PY22 Certification and Recertification! Agents who pay for this portion of the training and who access AHIP or NAHU from their Cert or Recert course in HMU will receive a discounted rate. Exclusive Partner agents will also have a new way to meet this training requirement via Humana's own CMS required training. Agents will be provided details about all their new training options when they enroll in their PY22 Certification or Recertification course in HMU! Please note, ***once they pick an option (AHIP or NAHU), they must complete it.*** Both offer 6 test attempts.

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AHIP testing requirements have not changed from last year. Agents will need a 90% or better to pass the test within 6 attempts. Agents who wish to receive the Humana discounted rate of \$125 and agents who typically have the AHIP fee waived (certain non-Career agents) must enter AHIP through Humana MarketPoint University. With AHIP, CE Credits are *not* included in the initial cost. There is a Spanish option available. AHIP is accepted and used by major carriers.

## **NAHU**

NAHU is new to Humana this year. Agents will need an 85% or better to pass the test within 6 attempts. Agents who wish to receive the Humana discounted rate of \$90 and agents who typically have a fee waived (certain non-Career agents) must enter NAHU through Humana MarketPoint University. With NAHU, CE Credits are included in the initial cost. There is *not* a Spanish option available. Agents who certify with multiple carriers should check with those carriers to see if NAHU is accepted.

Leaders, look for an invitation to webinar sessions in which the training department will provide an in-depth tour of both trainings.

## **Dates**

### **Certification and Recertification Launch Dates**

All PY 22 Certification and Recertification courses **will launch Tuesday, June 29, 2021** at noon Eastern time.\*

\* NOTE: Does not include Spanish translation. Spanish versions will be available on a delayed basis. Look for additional communications on Spanish versions.

## **Recertification Deadlines**

### **Certification Cutover Timeline**

While we prepare to launch Certification and Recertification, newly certifying partner agents will have a little over a week where PY21 Certification & AHIP will be on hold. Below are the applicable dates.

**Friday, June 11 at 5 PM Eastern** – Assigning & enrolling in PY21 Initial Certification for incoming agents will end.\*

**Friday, June 11 to Thursday, June 17 5 PM Eastern** – If an agent enrolled in PY21 Cert prior to June 11<sup>th</sup>, but did not complete the course, they will have a grace period to complete the course until the 17<sup>th</sup> at 5 PM Eastern. Agents who do not complete the PY21 Certification prior to 5 PM Eastern Time on June 17th will have the opportunity to enroll in PY22 Initial Certification when

it launches on June 29, 2021 at noon Eastern time.

Agents who complete PY21 Certification must still complete PY22 Recertification. We are advising agents who are considering completing PY21 Certification in June to consider waiting for PY22 to launch on Tuesday June 29, 2021.

\*ASU, Partner or Career Field Channels can still request enrollment in PY21 Cert through June 16 at 5 PM Eastern. Send a request to [marketpointtraining@humana.com](mailto:marketpointtraining@humana.com) to do so.