

# Your Roadmap to 2020 Certification.

## Cigna Medicare

### Path to Certification

- Complete ALL necessary paperwork
- Head over to Producers' University at <https://cignahealthspringproducers.com>
- Complete all the required training on your track
- Pass each course with a score of at least 85%. You have 3 attempts to pass
- Launch and complete AHIP or Pinpoint Medicare Training from the Producers' University
- Or upload a certificate (from AHIP, Pinpoint or Gorman Health)
- Internal reps - May only launch and complete Pinpoint Medicare Training

### An Enhanced Agent Experience



#### › We Want to Hear From You!

Please complete the certification survey on your learning track to provide feedback on your certification experience.

REC [Certification Evaluation](#)

Together, all the way.®



# 2020 Certification Training Tracks

## › Training Tracks

Each certification training module is separate from the exam. You must first complete the training before taking the associated exam. The attestations course does not have an exam.

### Field (click to expand or collapse)

- REQ 2020 Attestations
- REQ Selling with Integrity - Field Sales Version
- REQ Selling with Integrity - Field Sales Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Combined Telesales and Field (click to expand or collapse)

- REQ 2020 Attestations
- REQ Selling with Integrity - Combined Version
- REQ Selling with Integrity - Combined Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Internal Field (click to expand or collapse)

- REQ Selling with Integrity - Field Sales Version
- REQ Selling with Integrity - Field Sales Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ 2020 Attestations
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Commissioned Telesales (click to expand or collapse)

- REQ 2020 Attestations
- REQ Selling with Integrity - Telesales Version
- REQ Selling with Integrity - Telesales Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Internal and Seasonal - Telesales (click to expand or collapse)

- REQ Selling with Integrity - Telesales Version
- REQ Selling with Integrity - Telesales Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ 2020 Attestations
- REQ Pinpoint Medicare Training
- REC Certification Evaluation



## AHIP Reimbursement

- › We are pleased to announce that Cigna will again reimburse certification costs for 2020 Medicare Advantage agent certification
- › To be eligible, you need to complete your 2020 certification by Sept. 15, 2019 AND sell five net Jan. 1, 2020 effective applications
- › After meeting those requirements, you'll be eligible for the following reimbursement:
- › Complete AHIP Training and all Cigna-required courses to receive \$125 reimbursement
- › Complete Gorman Health Group Training and all Cigna-required courses to receive \$99 reimbursement
- › Complete Pinpoint Medicare Training and all Cigna-required courses to receive \$89.95 reimbursement

## Additional Information

- › AHIP Certificates - Please note that you will only see a "Transmit to Cigna-HealthSpring" link on your AHIP page if you registered for 2020 AHIP directly from our Producers' University. Regardless, your AHIP completion records should sync automatically to our system and you should not need to manually upload a certificate
- › Please contact the HAAL unit at 866.442.7516 for all certification related support and do not forget to leave us a feedback by completing the certification evaluation survey on your learning track



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