

2015

Cigna-HealthSpring

Annual Election Period

Updates



2015 Certification

Shorter Certification in 2015!

Our team spent the last year reviewing the 2014 Certification Program and concluded we could do it better, while making it shorter. So for 2015 **all existing field and tele-sales will be required to complete 3 courses**, plus the CMS mandated Medicare Certification Course, and specific market overviews, **only!**

Stay tuned for more details!

We Heard You Loud & Clear...

“Make 2015 certification shorter!”

“Reduce the course list!”

“Make certification easier!”

...and 2015 has been redesigned with you in mind!

2015 Universal Medicare Training Incentive

Cigna-HealthSpring is once again offering to reimburse you for the cost of completing 2015 Universal Medicare Training. There are two tracks for reimbursement—one for those who complete Pinpoint for Medicare Certification and one for those who complete certification through AHIP. To receive full reimbursement for fees you must complete one of the following:

PINPOINT



- Complete CMS required Medicare training through Pinpoint, and
- Complete Cigna-HealthSpring modules by August 31.

AHIP



- Complete CMS required Medicare training through AHIP,
- Complete Cigna-HealthSpring modules, and
- Complete 5 enrollments

We'll be sending an announcement to follow on when Pinpoint, AHIP, and Cigna-HealthSpring courses will be available for completion.

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90 Minutes for Certification? Really?

Yes! Really!

Pinpoint's CMS approved "Universal Medicare Certification" program is designed to take 90 minutes to complete, compared to 4-6 hours for courses offered by other vendors. So what can you do with an extra 3 hours in your day?

3x

SLEEP! You know you want to, AEP is coming!

SELL! 3 hours = 1 Client Visit!

CERTIFY! We have a few courses of our own!

Keep an eye open for the next "Annual Election Period Updates" when we let you know when the course will be available.

Do your other MAPD carriers accept Pinpoint's Medicare Certification Course?

If not, they should contact Bob Sullivan at bsullivan@pinpointglobal.com to learn how to save you time and money!

Continuing Education Credit!

Pinpoint's Universal Medicare Training has been approved for **8 hours of Continuing Education (CE) credit.**