Your Medicare Road Map
Thank you for your partnership.

Are Medicare Products a line of business I should consider?

We all know that Health Insurance is constantly changing, along with commission structures. However, Medicare commissions remain stable. Over 1,000 California baby-boomers turn 65 every day, a number expected to be over 1,250 per day in 2020. More than 5 million Californians are at least 65 providing additional guarantee issue and/or special enrollment opportunities. You have time to remarket yourself and communicate to your clients that you have added Medicare to your portfolio.

We are better together. Warner Pacific is here to make Medicare easy so that you are able to leverage your time to increase your income, and place your business in a position of distinction.
Start Your Appointment Process Now

We use SuranceBay as our electronic appointment platform. Create your profile in SuranceBay. Once you’ve successfully completed the profile section, you’ll be able to request an appointment with our Medicare carrier partners.

To begin the registration process Click here!

What certification do I need to sell Medicare? Is AHIP required?

Medicare Advantage and Part D plans:
Some carriers require their life and health appointed agents complete the AHIP certification, as well as their own product specific certification. However, once you have passed AHIP for the plan year, you can transfer your AHIP score to each carrier that requires it to sell their MAPD and Part D plans. Other carriers may not require AHIP, but will require that you complete their product specific certification in order to sell their plans.

Medicare Supplement Plans:
AHIP is not required for life and health agents to sell Medicare Supplements. However, a carrier may require that you complete their own product course/test.

What is AHIP?
America’s Health Insurance Plans (AHIP) formed in 2013 when the Health Insurance Association of America (HIAA) and American Association of Health Plans (AAHP) merged. Now, AHIP represents nearly 1300 companies that offer health insurance to more than 200 million Americans. AHIP training is in place to help protect seniors and reward agents who do things the right way. Taking AHIP assures agents are compliant with the latest CMS guidelines and regulations.

Since plans and regulations change year to year, you must pass the test annually in order to sell. The AHIP test costs $175, but many carriers offers a discounted rate of $125 if you register and complete the exam through their carrier portal. You will only need to take AHIP once each year to cover all carriers that require it by transferring your passing scores. Ask your Medicare Sales Team at Warner Pacific which carriers are offering a discounted rate.
Quoting and Enrolling Medicare with Warner Pacific

Warner Pacific provides an exceptional Medicare Supplement quoting engine and a full blown CRM to help you succeed in growing your Medicare business with ease.

**PRO Quote** - developed by Warner Pacific, PRO Quote Medicare makes it easy for you to help your clients find the right plans at the right cost from carriers you know and trust. This tool lets you create customized Medicare Supplement quotes quickly and conveniently. Features include:

- Compare 7 of our Medicare Supplement carrier partners side by side
- You can include the New to Medicare Discount, EFT Discount and Household Discounts offered by our carrier partners in your quotes
- Interactive Quote Link allows your clients to view their quote online, make changes and compare other plans without having to ask you to re-quote. You can include an IQ Link with every emailed quote.
- With every quote, you’ll find the link to the *Guide to Health Insurance for People with Medicare*

**Lead Advantage** - Warner Pacific has partnered with Senior Market Sales to provide you with their all-in-one sales management tool. Lead Advantage allows you to run quotes for Medicare Supplement, Medicare Advantage, and Part D all in one system. You will be able to run Medicare quotes and enrollments for your clients using a single sign on, or through an Agent initiated email. Features include:

- An electronic scope of appointment process
- Enter clients Healthcare providers to determine in network status across four Medicare Advantage carrier networks
- Medicine Cabinet drug builder creates a customized drug list for each MAPD or Part D lead to analyze clients drug costs from carrier to carrier
- Access Forms library for each of our carrier partners
- CMS compliant agent initiated consumer online enrollment
If you are still wondering about adding Medicare to your portfolio, listen to anyone of our pre-recorded Medicare Educational Webinars. These webinars will give you the confidence to make the next step with Warner Pacific. By partnering with Warner Pacific, you will have a team of dedicated Warner Pacific Medicare sales staff focused on your needs and goals.

- Medicare 101
- Medicare Supplement vs. Medicare Advantage
- The Top 5 Reasons You Should Be Selling Medicare With Warner Pacific