

MISSION AEP: PREP FOR LAUNCH

WARNER
Pacific



Prepare for a successful mission by fueling up early, navigating regulatory orbits with precision, and locking in everything you need to serve clients flawlessly during AEP.



CONTRACTING LAUNCH WINDOW June – Early July

Secure your launch:

- Finalize contracts with all relevant carriers.
- Double-check all necessary paperwork is in order and submitted on time.
- Use easy online contracting and recruiting options tools to stay mission-ready.



AHIP COURSES COUNTDOWN Starting June 24

Power up your credentials:

- Enroll in AHIP courses and complete your certification on time.
- Confirm all carrier-specific deadlines so you stay in compliance and on course.



SYSTEMS CHECK - (RE) CERTIFICATION July

Maintain your flight clearance with:

- Certify or recertify with every carrier in your portfolio.
- Review updates to carrier requirements and get ready for launch.



INTEL BRIEFING - PRODUCT TRAININGS Suggested by August 31

Know your mission inside and out:

- Attend product training sessions to understand carrier benefits, plan changes, and updates.
- Choose from on-demand or live formats. Access our web-based Medicare training curriculum and Medicare Sales Success series today.



SYSTEMS GO - TECHNOLOGY READINESS August

Run your tech diagnostics:

- Update and test your digital tools.
- Learn any new carrier digital platforms or enrollment software.
- Use free online broker and consumer-facing enrollment platforms (MAPD provider and Rx drug finder), and a Med Supp quoting and enrollment tool.*



SIGNAL BOOST – MARKETING STRATEGY July - August

Fuel visibility and outreach:

- Build a robust marketing strategy.
- Schedule campaigns, events, and outreach activities to maximize visibility and engagement.
- Access our compliant and customizable marketing pieces.
- Pre-order collateral with carriers.



PROTOCOL CHECK - COMPLIANCE REVIEW September

Stay within regulatory orbit:

Review CMS and carrier compliance guidelines.

- Ensure every AEP activity and client interaction stays mission-compliant.
- Confirm your Ready-to-Sell (RTS) status for all intended carriers.



ENGAGEMENT OPS - CLIENT COMMUNICATION September – October

Engage your client base:

- Proactively schedule strategic check-ins to review plan options and answer questions.
- Access a free electronic Scope-Of-Appointment tool to stay organized, focused, and ready for each encounter.*

REMEMBER TO PREP YOUR LAUNCH KIT:

- Audit your current inventory.
- Order carrier-specific supplies and ensure you're fully equipped for liftoff.

**Warner Pacific is your mission control
for infinite possibilities this AEP.**

**Contact us today at (800) 801-2300 or
medicareproducts@warnerpacific.com.**

*Minimum contract requirements needed.

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