

Complete 2012 Aetna Medicare Individual Producer Certification starting July 15

We're pleased to announce that [Aetna's 2012 Producer Certification Program for Individual Medicare](#) kicks off July 15.

All producers are required to be certified, licensed and appointed before engaging in any sales-related activities involving 2012 Aetna Medicare Individual plans (MA, MAPD, PDP). In addition, producers must successfully complete these requirements to receive renewal commissions for Aetna Medicare Individual plans in 2012.

[Start Aetna's 2012 Medicare Individual Producer Certification today](#) and get ready for a successful Annual Enrollment Period!

Overview of Producer Certification

Aetna Medicare Individual Producer Certification has 4 components.

1. **Aetna Medicare Compliance and Fraud, Waste and Abuse tutorial** (45 minutes) outlines how to comply with Medicare-specific requirements; where to go for more information and how to report compliance concerns. It also explains how to detect and report Medicare fraud, waste and abuse.
2. **Aetna and Aetna Medicare Code of Conduct attestations.** Aetna requires all producers to read, and agree to comply with, Aetna's and Aetna Medicare's Code of Conduct statements.
3. **AHIP certification** (3-7 hours) consists of 5 training modules and an exam that must be passed with a 90% score or better.
4. **Aetna Individual Medicare product tutorial** (45 minutes). Includes an exam that must be passed with a 90% score or better.

Why complete AHIP certification with Aetna? Aetna offers an opportunity to complete AHIP certification for less. When completed as part of your Aetna Medicare Individual Producer Certification, the cost is \$100—that's a \$50 savings off the regular price. Plus there's an opportunity to earn reimbursement for the \$100 registration fee. You also can earn CE credits for AHIP certification through our certification program.

Can AHIP certification be transferred to Aetna? Yes. You'll just need to complete the remaining 3 requirements to finish your certification. The \$100 registration fee does not apply to those who transfer their AHIP certification to Aetna, so long as they earned a passing score on the exam in 3 or less attempts.

What's the cost? \$100. This registration fee includes up to 3 attempts to pass the AHIP exam. The \$100 fee does not apply to those who transfer their AHIP certification to Aetna, so long as they earned a passing score on the exam in 3 or less attempts.

Get your money back! We'll reimburse you for the \$100 registration fee if you complete the following requirements by September 15:

1. Pass all 4 certification requirements.
2. Complete all license and appointment requirements.
3. Attend a local training session – *Sign up through the certification website starting August 1!*

We look forward to working with you in 2012! If you have any questions, please contact the Aetna Medicare Broker Support Unit at BrokerSupport-MedicareTeam@aetna.com or by calling (888) 247-1050.

****Access [Producer World](#)** for more information about Aetna products. Plus tools and services for quoting, compensation, tracking applications, checking license status, and more.

Have a question? Email the Aetna Medicare Broker Sales Support Unit at brokerservice-medicareteam@aetna.com. Please do not reply to this email as we are unable to respond from this address