

2012 Group Medicare Advantage Sales Certification Training Now Available

The Centers for Medicare & Medicaid Services (CMS) require that all sales representatives, agents, and brokers who are licensed and appointed to sell Medicare Advantage or Medicare Prescription Drug Products complete an annual certification program. You must be properly certified to receive commission for group Medicare Advantage and Medicare Prescription Drug Plan sales.

The 2012 Medicare Advantage Sales Certification program includes important information on group plan-specific training, CMS rules and regulations, and new 2012 Medicare benefits, premiums, deductibles, and standard Part D coverage.

We strongly encourage you to take this certification training as soon as possible, because IBC can only pay commissions if the appointed agent noted on the Broker of Record letter is certified prior to renewing or selling any IBC Medicare Advantage or Prescription Drug Plans.

CMS requires that you complete the certification program before selling any Medicare Advantage or Medicare Prescription Drug Plans. There is no cost to you for this program. The following information will help you determine the certification program that applies to you:

- If you sell Independence Blue Cross (IBC) Medicare group products and have not completed a 2012 Medicare Advantage Sales Certification program with another company, you must complete the full training that covers IBC plan-specific group plans, Medicare overview, and marketing and enrollment guidelines. This program takes approximately three to four hours to complete. A minimum score of 85 percent is required for the Medicare overview, and marketing and enrollment guidelines exams. A minimum score of 90 percent is required for the IBC plan-specific group plans exam. [Click here to begin.](#)
- If you sell IBC Medicare group products and have completed a 2012 Medicare Advantage Sales Certification program with another company, you only need to complete the IBC plan-specific group plans training module. This module takes approximately one hour to complete and a minimum score of 90 percent is required on the exam. [Click here to begin.](#)

We have included a detailed [FAQ](#) to help answer any questions you may have about the training.

Medicare Commission Program

Don't lose out on the opportunity to earn commission. We are pleased to continue to offer the same enhanced group commission schedule introduced in 2011. Remember, IBC can only pay commissions if the appointed agent noted on the Broker of Record letter is certified prior to renewing or selling any IBC Medicare Advantage or Prescription Drug Plans.

[Producer commission schedule](#)

If you have any questions, please contact your Independence Blue Cross account executive.

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[Independence Blue Cross](#) | 1901 Market Street | Philadelphia, PA 19103

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