

August 26, 2014

# eBulletin

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## 2015 Group Medicare Certification Training Update

We are pleased to announce that certification training is available to licensed agents who wish to sell 2015 Independence Blue Cross (Independence) Medicare products. Get your certification now to offer these competitive, industry-leading products to your customers.

The Centers for Medicare & Medicaid Services (CMS) require that all sales representatives and agents who are licensed and appointed to sell Medicare products complete an annual certification program. You must be certified to receive commission for group Medicare sales.

The 2015 Sales Certification program includes important information on group plan-specific training, CMS rules and regulations, and new 2015 Medicare benefits, premiums, deductibles, and standard Part D coverage.

We strongly encourage you to get certified now. At this time, Independence can pay commissions only if the appointed agent noted on the Agent of Record letter is certified prior to renewing or selling any Independence Medicare plans.

CMS requires that you complete the certification program before selling any Medicare 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 are already certified to sell 2014 Independence individual Medicare Advantage (MA) products, please use the link already provided to you by Independence to gain access to the 2015 individual MA certification. Once you complete the individual certification, you will be given the option to complete the group certification.
- If you are not certified to sell 2014 individual MA products from Independence, get instant access to the [2015 group certification](#). If you also want to be certified to sell 2015 individual MA products from Independence, contact your primary agent.

Please note: If you are not certified to sell individual Medicare plans, you cannot assist

beneficiaries with the individual enrollment process. Please have them contact Independence directly at 1-877-393-6733 or visit [ibxmedicare.com](http://ibxmedicare.com) for more information.

Do your customers want to know more about the advantages of choosing an Independence Medicare product? Let them know that Independence is a marketplace leader recognized for its:

- Commitment to Medicare beneficiaries for more than 45 years
- Extensive product portfolio of Medicare plans, including the low-cost Keystone 65 Select HMO
- Robust provider network

If you have any questions about certification, please contact your Brown & Brown account manager.

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