



What to Know for the AHIP Exam

America's Health Insurance Plans (AHIP) formed in 2013 when the Health Insurance Association of America (HIAA) and the American Association of Health Plans (AAHP) merged. AHIP represents nearly 1,300 companies that offer health insurance to more than 200 million Americans.

The Center for Medicare and Medicaid Services (CMS) requires brokers to have an annual AHIP certification or another Medicare certification to sell or renew Medicare Advantage and Medicare Part D plans.

The AHIP certification does have a cost involved and some carriers offer a variation to the AHIP exam that has a lower cost. We recommend taking the AHIP certification as it is the most widely accepted certification by carriers.

What to expect: The AHIP exam consists of eight modules. Five are for the AHIP itself and the final three are individual categories.

- Overview of Medicare Program Basics
- Part C and other Medicare Health plans
- Medicare Part D
- Marketing Medicare Advantage and Part D plans
- Enrollment Guidance for Medicare Advantage and part D Plans
- Section 1557 Nondiscrimination
- Fraud, Waste and Abuse
- General Compliance

How to study: To complete each module, you must view all the slides and complete the final review questions. Slides for each module are timed and you will not be able to skip through to the review questions. Each module offers review questions that can be completed as many times as you would like. We recommend you review multiple times to gain confidence in knowing the answers.

AHIP Main Modules: Each module will have a set of 20 questions. There will be 50 random questions on the final exam and for this portion of the exam, you will need to pass with a 90% or higher score.

Section 1557 Nondiscrimination: This module will have five review questions and nine questions on the final exam. You must score a 70% or higher to pass this module.

Fraud, Waste and Abuse: This module offers six review questions and will have 10 questions on the final exam. This module must be passed with a 70% or higher score.

General Compliance: There are four review questions for this module and 10 questions on the final exam. You must pass with a 70% or higher.



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Pro Tips:

Each module offers the option to download the slide deck. This will allow you to utilize the deck for review and study aids. We also recommend you download the review questions as these questions are often repeated on the final exam.

Be careful of all or none questions. Prepare for questions that ask you to apply knowledge to a specific situation, not just questions that ask you to identify facts.

Getting Ready for the Exam: Be sure to set yourself up for success!

- Find a quiet space where you will not be disrupted
- Be sure you have a good internet connection
- Turn your phone off and eliminate distractions

Please note, you are limited to three attempts for your AHIP exam. If you fail three times, you can re-enroll and purchase another set of three attempts. However, many carriers will not accept three failures in a given year and prohibit you from selling their product during that plan year.

AHIP Rules:

- The AHIP exam is closed book and once a final attempt is started, you will be locked out of the course materials.
- The AHIP exam has a two-hour time limit. If you have not submitted your test at the limit, your answers will be automatically submitted, and it will count as an attempt. Please watch your time! If you feel you need more time to study, you may close the test. Your answers will be erased, and it will not count against your attempts.
- Unregistered test attempts do not count against your three-exam limit.

Continuing Education Credits: Don't forget! You can receive six continuing education credits for a fee when you take this exam. Before proceeding to the final exam, you will be asked if you like to apply for CE credits. Upon selecting "yes" you will be asked to submit card information to pay for the credits and once passed, your credits will be submitted within 30 days.

Keep your Transcript: Once completing the AHIP exam, it is important to select the "transcript" tab. This will take you to a page of your results. Be sure to download a PDF copy of the completion certificate to keep for our records and to upload to the carrier's testing pages. From here, you will also need to complete the carrier-specific training with each carrier to plan to sell. The carrier exams typically have a three-attempt limit. Medicare does not allow carriers to "reset attempts."

What to do if you fail the first time: Should you miss on the first attempt, we want to help. We will walk through your test with you and see how we can help you before taking the next attempt.

Contact us at 800.748.0368 or sales@nexben.com