



5 First Steps to Get Started Selling Medicare

Research shows that 78 million people will become Medicare eligible over the next 20 years, making Medicare one of the fastest growing insurance markets. I'll show you in 5 simple steps how you can start leveraging this year-round sales opportunity earning excellent commissions, plus residuals and bonuses!

1. Get Contracted

We make it easy to get contracted, just [fill out our FLASH Packet](#) and the Medicare Offerings department will help you select the most competitive carriers in your area.

2. Complete Annual Testing & Certifications

- **Complete AHIP & FWA annual testing**
This is a 50 question open book exam. You are given 3 chances to obtain a grade of 90% or higher to pass.
- **Complete annual carrier certifications on product knowledge**
These exams vary by carrier, they are required for Medicare Advantage and Prescription Drug Plans prior to being able to sell. Typically, you are given 3 attempts to pass with a score of 85% or higher. The number of questions vary per carrier.

3. Learn About the Products

For your convenience, we offer educational seminars and webinars, as well as tools to help you remember what each carrier has to offer and how they differ.

Tools:

- [Quick reference guides and medicare tools](#)
- [Product information and carrier lists](#)
- [Run a quote to see who's competitive in your area](#)
- [Read our blogs](#)

Training:

- [Medicare 101 video](#)
- [Medicare & You guide](#)
- [Register for an upcoming webinar](#)
- [Schedule a one-on-one with Christy Wilbert](#)

4. Order Enrollment Kits and Supplies

Enrollment kits, applications and supplies are available on our website or in our office, as well as on each carrier's online portal. [Visit our website](#) to see what is available to you by carrier.

5. Start Marketing

- [Discover your Medicare prospects](#)
- [Learn about Medicare marketing and compliance](#)
- [Download the Permission to Contact form](#)
- [Download the Scope of Appointment form](#)
- [Contact a lead vendor](#)
- Opportunity: Start marketing to your current clients, or lead lists. Medicare Open Enrollment is October 15th to December 7th. During this annual enrollment period (AEP) those eligible can make changes to various aspects of their coverage and enroll in new plans.

Becoming a licensed sales agent selling Medicare might seem daunting at first but it will open new doors and opportunities for you – not to mention ensure your sales residuals will keep rolling in for years to come!

Visit our website at www.urlinsgroup.com/aries or contact Medicare Offerings at 1-800-926-8875 x5 to see how you can start saving time and making money today!