





Take the Stress Out of Certification with This Agent-Ready Guide

# AHIP Medicare Certification Guide

800.998.7715 info@psmbrokerage.com www.psmbrokerage.com For Agent Use Only.

## What is AHIP Certification and Why It Matters

Each year, thousands of insurance agents complete the AHIP Medicare + Fraud, Waste, and Abuse (MFWA) Certification to qualify to sell Medicare Advantage and Part D plans. It's more than just a compliance requirement—it's your opportunity learn, stay up to date, and remain competitive in the Medicare market.

## **Key Dates for 2026 Certification**

- Last Day to Complete 2025 Certification: June 19, 2025
- Launch of 2026 AHIP Certification: June 23, 2025



# Why You Need It

- Required by most Medicare Advantage and PDP carriers
- Demonstrates your understanding of CMS guidelines and Medicare basics
- Prevents delays in contracting and ready-to-sell status

Completing AHIP early sets the tone for a productive Annual Enrollment Period (AEP).

## What to Expect on the AHIP Exam

The AHIP Medicare Training includes two main components:

- 1. Medicare Basics: Eligibility, enrollment, benefits, and plan types
- 2. Fraud, Waste, and Abuse (MFWA): How to recognize and prevent unethical practices

#### **Exam Format:**

- 50 multiple-choice questions
- 90-minute time limit
- Must score at least 90% to pass
- Up to 3 attempts allowed
- Fro Tip: PSM Brokerage offers our agents a discount by using our <u>dedicated link.</u>





## Study Tips to Help You Pass the First Time

Getting certified doesn't have to be stressful. Here's how to prepare smart:

- 1. **Set Aside Time** Schedule 2–3 hours of quiet, focused study time. Don't rush it.
- 2. **Use the Practice Quizzes** Review the built-in quizzes in each module to reinforce key points.
- 3. **Take Notes as You Go** Write down tricky sections or topics that might need a second look.
- 4. **Don't Rely on Memory Alone** Use the open-book format to your advantage—highlight your study materials and flag key pages.
- 5. **Learn the Language** Familiarize yourself with Medicare acronyms, terms, and timelines. Flashcards help!
- 6. **Avoid Waiting Until the Last Minute** Give yourself buffer time in case you need to retake the test.

#### Common Pitfalls:

Top 3 Reasons Agents Fail AHIP on First Try)

- Rushing through the course
- Skipping practice quizzes
- Not reviewing Medicare acronyms

#### Smart Tip:

AHIP allows open-book testing—use that to your advantage! Keep notes or printouts handy.

# **Next Steps and How PSM Supports You**

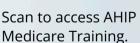
At PSM Brokerage, we do more than help you get certified —we're here to help you thrive.

#### When You Partner with PSM, You Get:

- AHIP training support and guidance
- Carrier-specific certification help
- Access to pre-approved marketing materials
- Live sales coaching and Medicare webinars
- Dedicated support to help you onboard, sell, and grow

**Ready to Go Further?** Let us help you build a long-term, successful Medicare business with the tools, training, and personalized support you deserve.

Have questions or want to talk with a specialist? Contact us today and let's grow together.







800.998.7715 info@psmbrokerage.com www.psmbrokerage.com For Agent Use Only.