



2026 AHIP
CERTIFICATION GUIDE



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.

🤔 New to AHIP Medicare Certification?
Explore our comprehensive guide — everything you need to know, all in one place.

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

👉 **Pro Tip:** PSM Brokerage offers our agents a discount by using our **[dedicated link](#)**.



📌 Fun Fact:

Agents who pass AHIP on the first try are **42% more likely** to complete carrier certifications earlier and be ready to sell by October 1.

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.

Scan to access AHIP Medicare Training.



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