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About  
AHIP

February – March 2010

Membership

**Welcome to the Next Wave of Innovative Programming**

The Center has you covered in the months and year ahead with many innovative programs and features on our website.

Health and  
Medicine

Issues and  
Advocacy

In this newsletter you'll learn about the [Professional Health Insurance Advanced Studies \(PHIAS\) designation](#), and events coming up at Institute 2010, like the [Health Insurance Advanced Studies Workshop](#) designed for time-crunched professionals. Other items point you to the hottest titles for your professional bookshelf, like the [AIS's Directory of Health Plans: 2010](#). Please continue reading to bring yourself up to date on what's new at the Center.

Conferences and  
Education

Center for Insurance  
Education and  
Professional  
Development

**Spring Semester Now Underway**

While enrollment is open for any semester at any time, exams for a given semester must be completed by 11:00 pm ET on the last day of that semester. **Spring semester 2010** started on **January 11** and you have until **May 14** to complete courses and take exams. For more information, visit the Center's [website](#).

Consumer  
Information

AHIP Solutions

**Beyond the Fundamentals of Health Insurance  
Introducing a New Designation**

AHIP Center for Policy  
and Research

The Center is pleased to announce its newest program, [Professional Health Insurance Advanced Studies \(PHIAS\) designation](#), designed to give busy health insurance professionals like you an inside edge.

AHIP HI-WIRE

You can earn the PHIAS designation by completing [Health Insurance Advanced Studies, Part A](#) online. Have a look at the key topics covered in this easy-to-navigate online course:

AHIP Store

- Health Insurance Plan Structures and Alternatives
- Medicare and Part D
- Medigap
- Medicaid
- Tax Treatment of Medical Expenses
- Consumer Driven Plans and HSAs
- Planning Tools, including Fraud Detection
- Long-Term Care





For assistance  
you may call  
800.509.4422  
or **e-mail** us.

### **You Can Earn the PHIAS in Just One Day at Institute 2010**

You have the option to earn the PHIAS designation in one day by enrolling in the [Health Insurance, Advanced Studies Workshop](#) at [Institute 2010](#), June 9-11, in Las Vegas. Following the workshop you can continue learning from keynote, concurrent, and breakfast sessions, networking events, and a 200+ company Exhibit Hall.

**Now through February 28, AHIP is offering special hotel rates for Institute 2010.** You can earn the designation as part of Institute 2010 and save nearly \$70 per night off the hotel rate. For information on the PHIAS Workshop at Institute 2010, including special hotel rates, visit conference [website](#) for details.

### **Coming Soon—Another New Designation**

#### **Fellow, Health Insurance Advanced Studies (FHIAS)**

The FHIAS designation expands on the course of study offered in the PHIAS program. You will get a more detailed look at products like disability, long-term care, dental, and Medicare, to enhance your understanding of these important health insurance topics.

### **The Basics of Annuities and More**

These four new online courses will provide you with superb knowledge of annuities, from taxation issues to funding LTC requirements. If you complete all four courses you will earn the Annuity Planning Professional (APP) designation. For more information, visit the Center's [website](#).

### **Another Center Course Goes Online—Customer Service**

If you are looking for ways to improve your customer service skills, sign up for the Center's online self-study course, [Customer Service Strategies for the Health Care Environment](#). This new online format makes this course even more accessible.

### **What Title Do You Want?**

The [AHIP Store](#) contains resources you can use to prepare for a next step in your career. Whether you're looking for information about fraud, employee benefits, customer service, dental, disability, finance, or more, the [AHIP Store](#) stocks the titles that keep today's most knowledgeable professionals industry-savvy. Stop by the [AHIP Store](#) today. You'll be glad you did.

### **Find Your Way Around the Health Insurance Industry**

Visit the AHIP Store to pre-order your copy of [AIS's Directory of Health Plans: 2010](#). Use the directory to gain insight into health plan models as benefit designs adapt to meet marketplace demands, find company contact information, and more. Visit the [AHIP Store](#) to pre-order your copy today!

### **Nine Wellness Sessions. Dozens of Ideas.**

Whether you're working to develop a wellness program internally or need to evaluate a program presented to your organization to see if it's solid enough to deliver results, [AHIP's Virtual Symposium on Worksite Wellness](#) offers plenty of ideas and answers. Join us for this multi-part

series starting in April. [Register Now](#).

### **Professional Development Training—An Important Investment for You and Your Organization**

Even during tough economic times, smart organizations like yours understand that investing in you is a key driver of long-term success. And, with the health care landscape changing, professional development is even more important as you strive to navigate the changing needs of your members. AHIP Foundation's [Executive Leadership Program \(ELP\)](#), [Executive Leadership Program for Medical Directors \(ELD-MD\)](#), and [Minority Management Development \(MMD\)](#) Program provide an unbeatable learning experience to support your efforts. These year-long programs include classroom work, mentoring, and more to prepare you to take on important leadership roles within your organization. Visit the [website](#) for more information. But hurry, applications are due March 15, 2010.

### **Calendar of Events**

Click on the links below for information on upcoming AHIP conferences and other events. Also included are dates to note on your education calendar.

#### **February**

February 26

**Last day for winter 2009/2010 session: Enrollment and testing end.**

#### **March**

March 2

#### **Are You Ready for the HIPAA and ICD-10 Changes? We'll Help You Get There**

*Course: A105: Understanding the Provider Perspective: Roundtable Discussion on HIPAA 5010 and ICD-10 Readiness*

2:00 pm – 3:30 pm ET

[Virtual Seminar Website](#)  
[Registration Form](#)

March 9-10

#### **2010 National Policy Forum**

Washington, D.C.

[Conference Website](#)  
[Register Online](#)

March 18-19

#### **AHIP/OPM Carrier Conference**

Washington, D.C.

[Conference Brochure](#)  
[Register Online](#)

March 24

#### **Customer Service Strategies for Difficult Times**

2:00 pm ET

[Virtual Seminar Website](#)

[Registration Form](#)

March 30

**Are You Ready for the HIPAA and ICD-10 Changes?  
We'll Help You Get There**

*Course: A106: Current Industry Trends and Issues*

2:00 pm – 3:30 pm ET

[Virtual Seminar Website](#)

[Registration Form](#)

**April**

April 8

**Redefining Patient-Centered Medicine**

*(Free Virtual Seminar)*

1:00 pm - 2:30 pm ET

[Virtual Seminar Website](#)

[Register Online](#)

April 21

**AHIP Wellness 2010**

12:00 pm - 5:30 pm ET

[Virtual Seminar Website](#)

[Register Online](#)

April 28

**AHIP Wellness 2010**

12:00 pm - 5:30 pm ET

[Virtual Seminar Website](#)

[Register Online](#)

**May**

May 5

**AHIP Wellness 2010**

12:00 pm - 5:30 pm ET

[Virtual Seminar Website](#)

[Register Online](#)

May 10

**First day for summer 2010 semester. Enrollment and testing begin.**

May 14

**Last day for spring 2010 semester. Enrollment and testing end.**

**June**

June 9-11

**Institute 2010**

***Health Insurance Advanced Studies Workshop at Institute 2010 -  
June 9***

Las Vegas, Nevada

[Conference Website](#)

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