



America's Health  
Insurance Plans

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CENTER FOR INSURANCE EDUCATION AND  
PROFESSIONAL DEVELOPMENT

# Student Program Update



## 2008 Calendar

### WINTER 2007–08

- Enrollment: November 5–March 2
- Testing: December 3–March 7
- Certificates will mail: March 26

### SPRING 2008

- Enrollment: January 7–May 16
- Testing: March 10–May 23
- Certificates will mail: June 9

### SUMMER 2008

- Enrollment: May 19–August 17
- Testing: June 2–August 29

### SELECTED COURSES AVAILABLE FOR STUDENTS SEEKING STATE CE CREDITS: (NOT ALL EXAMS ARE AVAILABLE IN EACH STATE)

- Disability, Part I, II, and III
- Employee Benefits, Part I and II
- Fundamentals of Health Insurance, Part A and B
- Long-Term Care, Part I, II, III, and IV
- Long-Term Care Partnerships

If you are seeking state CE credits for these courses, you must take the exam through the Center's testing site: [ahipce.insurancestudy.com](http://ahipce.insurancestudy.com). The enhanced online system enables you to check how many credits are offered for each course (by state) and to receive quick feedback on test results. E-mail [info@InsuranceEducation.org](mailto:info@InsuranceEducation.org) for more information.

### CE QUESTIONS

If you have CE credit questions, e-mail the CE Coordinator ([cburger@ahip.org](mailto:cburger@ahip.org)) for information that complies with these regulations.

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## January 2008

### Center 50<sup>th</sup> Anniversary

In 2008 the Center begins its 50<sup>th</sup> year in health insurance education, and it has become an ever-widening gateway to professional development for the industry's workforce.

Busy professionals worldwide who seek more knowledge about health insurance plans and operations have easy access through the Center's full roster of learning activities—

- 30+ convenient self-study courses,
- 24/7 enrollment and testing via the Internet,
- virtual seminars that provide an affordable venue for team development,
- live workshops that accelerate training,
- state-approved and professionally accredited continuing education (CE), and
- 13 industry-recognized designations that enable program participants to excel in their chosen niches.

### Still Time to Register Students for Winter Session

Please check the [Center's website](#) where you can enroll in courses and order books for the winter session. There's still plenty of time to study and prepare for tests. Enrollment is open through **March 2**, and you have until **March 7** to take final exams.

### Spring/Summer 2008 Education Resource Catalog Now Available

Enrollment for the Center's spring session has begun. You can enroll in courses now through May 16 and testing is open from March 10 – May 23. To view a full listing of the Center's courses, please view our online [Spring/Summer 2008 Education Resource Catalog](#) now.

### New Options, Program Requirements for DBA Candidates

If you have completed the original Dental Benefits course and are interested in pursuing the Dental Benefits Associate (DBA) designation will receive credit for two courses and have until **December 31, 2008**, to complete requirements for the four-course series. In the next several months, the Center will offer virtual seminars as an elective option for DBA candidates.

## **LTCP DESIGNATION: ACCELERATED PROGRAM**

The Center is the official sponsor of the Long-Term Care Professional (LTCP) designation. This designation is earned by successfully completing four courses:

- Long-Term Care, Part II (Financing)
- Long-Term Care, Part III (The Product)
- Long-Term Care, Part IV (Administration and Claims)

*Plus one of the following electives:*

- Long-Term Care, Part I (Needs and Options)
- Long-Term Care Partnerships

These courses are offered on both a self-study and live review workshop basis. The workshops are designed to reinforce and review your independent studies of the four courses in a live interactive format—typically conducted over a two-day period with additional time for optional on-site testing. LTCP review workshops (open to the public) will be announced on the [website](#) as they are scheduled.

*For more information, e-mail Margie Barrie at [margiebarrie@comcast.net](mailto:margiebarrie@comcast.net).*

## **FOLLOW THE LEADER**

[AHIP Career Source](#) is the online job site for health insurance professionals. While the mega-employment sites bring together unrelated industries—promising everything to everyone—we stay focused on your industry. Turn to AHIP Career Source and put your message in front of the employer you desire.

## **VISIT THE AHIP STORE**

Looking for facts, trends, and data? The [AHIP Store](#) is a one-stop resource for books, reports, directories, downloadables, and other media on topics of interest to insurers. You can browse by subject category or product type at this virtual library and it's just a mouse-click away. [www.ahip.org/store](http://www.ahip.org/store)

## **Meeting your Minnesota Long-Term Care Selling Requirement by January 31, 2008**

Minnesota has extended its deadline for agents and brokers to meet their long-term care selling requirement to January 31, 2008. To meet this training need, [the Center](#) is hosting a one-day **Long-Term Care Partnerships Workshop**. This workshop allows agents, brokers, and health insurance plan professionals to complete their partnership requirements in Minnesota. And, it will strengthen your ability to provide consumers with the information they need to make the decisions about the long-term care insurance policy that best meets their needs.

### **Long-Term Care Partnerships Workshop**

Wednesday, January 30, 2008

8:00 am – 5:00 pm

Ramada Mall of America

2300 East American Boulevard

Bloomington, Minnesota 55425

**Workshop Instructor: Margie Barrie**

To register, fill out the [workshop registration form](#). If you have taken the Center's online version of the Long-Term Care Partnership course, you may attend the one-day workshop free of charge. To register, contact Scott Rice at [srice@ahip.org](mailto:srice@ahip.org) or 202.861.6386.

## **Online Program Offers *How-To* Training for Marketing Medicare Advantage & Part D Prescription Drug Plans**

The Center's new [online program](#) offers rigorous training in the basics of Medicare, plan options, and marketing and enrollment requirements. Designed for marketing personnel, brokers, and agents, it provides the background you need to guide beneficiaries in making informed decisions. Upon completion, you will understand:

- The basics of Medicare fee-for-service eligibility and benefits;
- The different types of Medicare Advantage and Part D prescription drug plans;
- Eligibility and coverage; and
- Marketing and enrollment under the Medicare Advantage and Part D program requirements.

This program is sponsored by the Center in conjunction with the Association of Health Insurance Advisors (AHIA) and the National Association of Health Underwriters (NAHU). To register, visit the Center's [website](#).

## **Course Content Updated for Supplemental Health Insurance**

This newly updated course examines the impact of recent Medigap legislation. It explores in detail critical illness insurance, as well as the administration of supplemental coverage for vision, dental, hearing, specified disease and cancer, special risks, accidents, and hospital services. You will examine benefit plans and learn what is likely to happen in the supplemental health insurance market in the future. To order, visit the Center's [bookstore](#).

## **News Travels Fast on AHIP HI-WIRE**

[AHIP HI-WIRE](#) is the place for fast, factual news briefs. Designed for time-starved professionals like you, AHIP HI-WIRE is positioned to be your single, most reliable source for reports and analysis covering the full spectrum of the industry.