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June 2008

Where Professionals Learn the Industry *The Center Launches a New Learning Management System*

Health insurance education is evolving—and the [AHIP Center for Insurance Education and Professional Development](#) is changing to meet the needs of busy professionals like you. Whether you're just entering the industry, brushing up on your skills, or building your team's expertise, the Center will meet your needs. Now with more content online, expanded course offerings, as well as other quick, convenient, and flexible ways to learn, the Center is your premier source for health insurance continued education.

Quick, Convenient and Flexible Ways to Learn

With the Center's new all-in-one online learning management system (LMS) you can now manage your company's account anywhere and anytime—putting you in control of professional development. You can:

- Enroll
- Check Grades
- Order Publications
- Sign up for Courses and Tests
- Handle Billing
- View Training History
- Track Progress

Maximize your full potential with the Center by [enrolling now](#).

Summer Enrollment, Testing Begin; Learning



For assistance you may call
800.509.4422
or e-mail
info@InsuranceEducation.org.

Opportunities Abound

Summer enrollment for the 2008 calendar year opened June 3, to coincide with the launch of the new LMS. Summer is always a good time for you to wrap up a course or two and complete a designation. Now with so many educational options, you can enhance your job skills by learning more about their industry. Testing is offered now through August 29.

Important Information for Current Center Students

How to Login to the New System?

For Students, logging into the Center's new LMS for the first time couldn't be easier. Simply enter your current Student ID into both the "username" and "password" fields. The system will automatically prompt you to change your "username" and "password" to ones of your own choosing. Once completed, you will then have complete access to your full enrollment history...courses you've taken, designations you've earned, and more.

If you do not know your Student ID, contact info@InsuranceEducation.org or 800.509.4422, and the Center's staff will provide you with your ID.

Academy Courses Available Through the Center Starting July 7

The prestigious Academy for Healthcare Management (AHM) will begin offering its online management courses and designations through the Center's website. AHM will close the current website at www.e-AHM.com on June 30, 2008, and transfer course content to the new website. Its course content and exams will begin being available on the Center's website July 7. If you have any questions about the transition, please contact Chere Williams at cwilliams@e-AHM.com or call 202.861.1446.

An Introduction to Health Insurance E-evolved *The Center's Fundamentals of Health Insurance Courses Go Online*

Everyone has his or her own preferred learning style—online, by book, by virtual seminar, or in person in an interactive workshop format. To continue offering health insurance plans additional quick, convenient, and flexible ways to learn, the Center is pleased to announce that two of our core courses are now being offered in an online format:

- Fundamentals of Health Insurance, Part A (Basics of Health Insurance)
- Fundamentals of Health Insurance, Part B (Basics of Company Operations)

Marketing Medicare: Train Online for Peak Performance

The Center's new online training program—Marketing

Medicare Advantage and Part D Prescription Drug Plans: Understanding Medicare Basics, Plan Options, and Marketing and Enrollment Requirements—is designed to strengthen your organization's marketing staff, agents, and brokers ability to provide the information beneficiaries need to make the decisions that are best for them. For more information, go to [New Online Training Program for Medicare Advantage and Part D](#).

LTCP Combo Course Grants Credit for Partnership Training

The Center has introduced an accelerated LTCP workshop for professionals who have already completed state-approved training for LTC partnership programs. The three-course review allows participants to complete the program, earn the LTCP, and qualify for CE credits in a lot less time and with lower tuition costs. The fourth course is waived for students who have taken either the Center's LTC Partnership course or received comparable training from another provider. Go to www.AHIPInsuranceEducation.org for more information or contact Margie Barrie at margiebarrie@comcast.net.

Learn from Industry Leaders: Join Us at Virtual Seminars

Reserve a conference room and use the Center's Customer Service Training Series as an on-site training program. All for the price of one registration, you can turn this information-filled virtual seminar into a team learning event:

- **Customer Service Training Series
It Makes All the Difference
Wednesday, July 23, 2008
1:00 pm - 2:30 pm ET
[Register Online](#)**

Customer service trainer Louis Feuer presents practical wisdom in a seminar designed to get staff motivated, educated, and inspired to provide the best service ever. You'll learn about the barriers to quality service, how to exceed customer expectations, the importance of quality service consistency, how to make the phone your business partner, and much more. [Click here](#) to register or check [AHIP's educational calendar](#) for other upcoming events.

- **Oral & Systemic Health: Understand the Links
Wednesday, July 30, 2008
1:00 pm - 2:30 pm ET
[Register Online](#)**

Expand Your Career Opportunities

Post your job openings on AHIP Career Source, the online site for health insurance professionals. While the mega-employment sites bring together unrelated industries—

promising everything to everyone—we stay focused on our own job market. Put your message in front of employers you desire where it will be seen by the industry's top people. Please [click here](#) for more information.

HI-WIRE, Your Source for Health Insurance Information

AHIP created HI-WIRE as a next-generation communications tool to help industry professionals like you stay abreast of developments in the health care and insurance arenas. It's updated 24/7 with the latest news from leading sources throughout the industry. You can browse articles, read news and commentaries, or receive a daily newsletter direct to your inbox. Customize your copy to get only the news you need. Save time, stay current on items of interest pulled from constantly updated, award-winning content. Get connected. Visit www.ahiphewire.org today.

AIS's Directory of Health Plans 2008

By Atlantic Information Services

Print and CD-ROM Versions Now Available!

Find out who does what—and who to contact at health care companies. You can conduct market share analysis, identify potential business partners and clients, and get enrollment benchmarks for comparison to your business—do all this and more using the AIS's Directory of Health Plans 2008. Visit www.ahip.org/store to order your copy today!