



TRAINING
THAT GETS NOTICED &
GROWS
CAREERS

AHIP Insurance Education
Visit ahip.org/Courses, call 800.509.4422 or email SupportAHIPInsuranceEducation.org

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"The material is an excellent value."

– Health Insurance Provider Employee

ENHANCE YOUR WORTH

Show your company that you're committed to excellence and serious about success by becoming well-versed in specialized areas.

Featured Courses

The insurance education experts at AHIP have more ways to help you learn, achieve, and succeed, starting with these online courses:

- **Medicare Primer—NEW!**
Better-serve your age 65+ members and clients. This new course covers everything you need to know: how Medicare is structured, Parts A-D, eligibility requirements, where private insurance fits in, Medicaid's role, and more.
- **Healthcare Management: An Introduction (AHM250)**
Get up to speed on the basic concepts of our fast-changing industry and the timely topics that matter most. This course is the sole requirement to earn your **Professional, Academy for Healthcare Management (PAHM®)** designation.
- **Health Savings Account (HSA) Expert Certificate**
A detailed overview of HSA planning, administration, best practices, and more. Upon completion of this course, you'll earn your HSA Expert Certificate.**
- **Medicaid Primer**
Gain a deeper understanding of Medicaid eligibility, funding, managed care, waivers, and more. It's everything you need to know to master Medicaid.

** 3-year (renewal required) HSA Expert Certification

TRAINING THAT GETS NOTICED & GROWS CAREERS

40+ courses.
15 professional designations.
One trusted authority on health insurance.

Learn. Achieve. Succeed.

ENROLLMENT ALWAYS OPEN | ONLINE AND MOBILE FRIENDLY | TECH SUPPORT BY PHONE & EMAIL

ahip.org/Courses

AHIP
America's Health Insurance Plans

Three Paths to Your LTCP

Demonstrate your specialized knowledge with the **Long-Term Care Professional (LTCP)** designation

LTCP When you complete this designation program, not only will you have an industry-recognized designation to add to your business card, you'll also be well versed in:

- How to spot a need for long-term care insurance (LTCI).
- Facts and features of LTCI products and how to market them.
- How LTCI can and cannot be financed, the pros and cons of various options, and more.

1. Single-course path

The *Long-Term Care Professional (LTCP)—Combined Course* is the shortcut—more strenuous, but direct! It's one course with a single exam at the end.

2. Four-course path

This is the longer stroll that gives you more time to take it all in. Information is presented in *Long-Term Care, Parts I-IV* with an exam at the end of each course.

3. Customized team training

Does your entire team need to master LTCI? Contact our experts at TrainingSolutions@ahip.org. We can create a custom blend of courses, test prep classes, and group sessions that makes the most sense for your organization and fits your budget.

Visit ahip.org/LTC for more details and to enroll.

"Overall, it's excellent and very convenient."

– Health Insurance Provider Employee

DIVE IN

AHIP's flexible, manageable approach to professional training makes it easier to take your career to the next level. So jump right in! Choose from 40+ courses and webinars, 15 professional designations, and other learning experiences.

Impressive Career Credentials Start Here

Enrolling in AHIP's education programs allows you to grow your expertise and demonstrate your commitment to the industry. Start by enrolling—at no added cost*—in a targeted designation program. It's the first step to earning a career-enhancing credential.

Earn your PAHM® with Healthcare Management: An Introduction (AHM250)

PAHM® Providing a comprehensive overview, this course will get you up to speed on the basic concepts of health care management and its various types of organizational structures. Learn about operational areas of health insurance plans as well as legislative, regulatory, and ethical issues. Successful completion of this course is the sole requirement for the **Professional, Academy for Healthcare Management (PAHM)** designation.

Work towards your FAHM®

FAHM® Master the formation, types, and structure of health care management organizations and gain a deep understanding of their role in government programs. With a **Fellow, Academy for Healthcare Management (FAHM)** designation, you'll learn the overall purpose and direction of health care management, the impact of fraud and abuse, and the role of public policy.

To earn your FAHM, simply complete the following required courses:

- *Healthcare Management: An Introduction (AHM250)*
- *Governance, Legal Issues, Medicare and Medicaid (AHM510)*
- *Health Plan Finance and Risk Management (AHM520)*
- *Network Management (AHM530)*
- *Medical Management (AHM540)*

Build a strong foundation with these intro courses

Just starting out in health insurance? Looking to fill gaps in what you already know? These courses offer practical overviews that can enhance your skills and help you prepare for new challenges.

- **Health Insurance 101: An Orientation**
Get a solid grasp of the field. This course is an ideal introduction to health insurance basics.
- **Fundamentals of Health Insurance**
Master health insurance concepts, terminology, and products as you develop working knowledge of the business and operations side.
 - *Fundamentals of Health Insurance, Part A (Basics of Health Insurance)*
 - *Fundamentals of Health Insurance, Part B (Basics of Company Operations)*

Visit ahip.org/AHM for more details and to enroll.



90% of students say they'd recommend an AHIP online course.***

Master Disability Insurance with Ease

DIA & DIF Learn how disability insurance fits into retirement, estate, and long-term planning as well as the risks and costs. Start by earning your **Disability Income Associate (DIA)** designation. Then, build on what you've learned by taking two electives to earn your **Disability Income Fellow (DIF)** designation.

DIA required courses

- *Disability, Part I (Primer)*
- *Disability, Part II (Advanced Issues)*
- *Disability, Part III (Group and Worksite Issues)*

DIF electives

- *Long-Term Care, Part II (Financing)*
- *Long-Term Care Professional (LTCP)—Combined Course*
- *Health Insurance Advanced Studies, Part A*
- *Understanding Social Security Disability Income (SSDI)*
- *Enhancing Group LTD with Individual Disability Income Policies*

Visit ahip.org/Disability for more details and to enroll.

*** Source: AHIP Insurance Education Customer Satisfaction Survey

"The course offered way more than I expected."

– Health Insurance Provider Employee

RAISE YOUR STATUS

Many students find that their hard work pays off fast. That's because they can apply what they learn on the job and bring more value to their organizations. When that happens, people notice!

Understand All the Methods of Detecting Fraud

HCAFA Develop the expertise to detect and mitigate the impact of fraud when you enroll in the **Health Care Anti-Fraud Associate (HCAFA)** designation program.

When you earn the HCAFA designation, you'll showcase your mastery of fraud detection, investigation, and prevention methods. Take these two required courses and one elective from a series of on-demand webinars.

- *Fraud, Part I (Introduction)*
- *Fraud, Part II (Key Products)*
- Fraud webinar

Visit ahip.org/AntiFraud for more details and to enroll.

* There is no cost to enroll in a designation program. By enrolling, you'll be guided through the steps to earn a designation. However, there is a fee for each required course. The cost for each course varies. Please refer to chart on opposite side.

TRAINING THAT GIVES YOU REAL CREDENTIALS



	AHIP MEMBER PRICE ¹	NON-MEMBER PRICE ¹	DESIGNATIONS													
			ITP	HCP	PHIAS	FHIAS	HIA	PAHM	FAHM	DIA	DHP	DIF	LTCP	HCAFA	HCSA	MHP
Accountable Care Organizations (ACOs)	\$110	\$150	REQ													
An Introduction to Wellness Programs	\$195	\$255			EL1											
Combating Chronic Diseases through Workplace Wellness Programs	\$195	\$255			EL1											
Customer Service Strategies for the Health Care Environment	\$195	\$240										REQ				
Dental Benefits, Part A: An Overview of Dental Benefits and Dental Plans	\$155	\$205												EL1	REQ	
Dental Benefits, Part B: A Closer Look at Plan Types and Management	\$155	\$205														REQ
Disability, Part I (Primer)	\$195	\$255				EL2			REQ	REQ	REQ			EL1		
Disability, Part II (Advanced Issues)	\$195	\$255				EL2			REQ	REQ	REQ					
Disability, Part III (Group and Worksite Issues)	\$195	\$255				EL2			REQ	REQ	REQ					
Enhancing Group LTD with Individual Disability Income Policies	\$80	\$100									EL2					
Federal Marketplace Training for Agents and Brokers	Prices vary with options.															
Fraud, Part I (Introduction)	\$195	\$240				EL2						REQ	EL1	EL1	REQ	
Fraud, Part II (Key Products)	\$195	\$240										REQ				
Fraud webinars	Prices vary with options.											EL1				
Fundamentals of Health Insurance, Part A (Basics of Health Insurance)	\$165	\$215				REQ			REQ				REQ	REQ		
Fundamentals of Health Insurance, Part B (Basics of Company Operations)	\$165	\$215				REQ			REQ				REQ	REQ		
Governance, Legal Issues, Medicare and Medicaid (AHM510)	\$220	\$280							REQ							
Health Insurance 101: An Orientation	\$80	\$100	REQ													
Health Insurance Advanced Studies, Part A	\$195	\$255		ONE	REQ	REQ				EL2				EL1	REQ	
Health Insurance Advanced Studies, Part B	\$195	\$255			REQ											
Health Insurance Exchanges and the Affordable Care Act (ACA)	\$110	\$150	REQ													
Health Plan Finance and Risk Management (AHM520)	\$220	\$280							REQ							
Health Savings Account (HSA) Expert Certificate**	\$795	\$1,095														REQ
Healthcare Management: An Introduction (AHM250)	\$220	\$280				ONE	REQ									REQ
ICD-10 and 5010 Mandate—A Technology View	\$195	\$255	REQ													
Long-Term Care, Part I (Needs and Options)	\$195	\$255				EL2						REQ		EL1		
Long-Term Care, Part II (Financing)	\$195	\$255								EL2	REQ					
Long-Term Care, Part III (The Product)	\$195	\$255									REQ					
Long-Term Care, Part IV (Administration and Claims)	\$195	\$255									REQ					
Long-Term Care Professional (LTCP)—Combined Course	\$585	\$765				EL2				EL2	ONE			EL1		
Medicaid Primer	\$110	\$150														
Medical Management (AHM540)	\$220	\$280							REQ							
Medicare + Fraud, Waste and Abuse (FWA) Training — Available in English and Spanish	\$175	\$175				EL1										
Medicare General Compliance Training Program: Understanding Your Role and Responsibilities	\$195	\$255														
Medicare Primer—NEW!	\$110	\$150	REQ		EL1											
Network Management (AHM530)	\$220	\$280							REQ							
Overview of Payer IT, Part A	\$195	\$255	REQ													
Overview of Payer IT, Part B	\$195	\$255	REQ													
Supplemental Health Insurance	\$150	\$200				REQ										
Understanding Private Accountable Care Organizations	\$110	\$150	REQ													
Understanding Social Security Disability Income	\$80	\$100								EL2						
Understanding the Summary of Benefits and Coverage (SBC)	\$110	\$150	REQ													

¹ Pricing subject to change
^{**} 3-year (renewal required) HSA Expert Certification

- ONE** = Designation is awarded upon completion of single course as shown
- REQ** = Required Course
- EL1** = Possible of 1 Elective
- EL2** = Possible of 2 Electives

AVAILABLE DESIGNATIONS

- ITP** = Information Technology Professional
- HCP** = Healthcare Compliance Professional
- PHIAS** = Professional, Health Insurance Advanced Studies
- FHIAS** = Fellow, Health Insurance Advanced Studies
- HIA** = Health Insurance Associate
- PAHM** = Professional, Academy for Healthcare Management
- FAHM** = Fellow, Academy for Healthcare Management
- DIA** = Disability Income Associate
- DHP** = Disability Healthcare Professional
- DIF** = Disability Income Fellow
- LTCP** = Long-Term Care Professional
- HCAFA** = Health Care Anti-Fraud Associate
- HCSA** = Healthcare Customer Service Associate
- MHP** = Managed Healthcare Professional
- DBA** = Dental Benefits Associate

Register for these courses and more at ahip.org/InsuranceEducation. For details about courses approved for Continuing Education (CE) credits, please visit ahip.org/CECredits



Your Company's AHIP Member Benefits Extend to You

Is your company an AHIP health insurance provider member? If yes, then as an employee, you're a member, too. You can enjoy a long list of member benefits that can help you do better at your job and achieve your professional development goals. These benefits include:

- Access to member-only content at ahip.org
- Complimentary member newsletters
- Discounts on AHIP online courses
- Conference discounts

To check on your membership status, email MembershipFrontline@ahip.org



AHIP Conferences

Supplement your online coursework by attending AHIP's conferences. Throughout the year, AHIP brings together industry experts, C-level executives, policymakers, academics, thought leaders, and disrupters to discuss challenges and opportunities facing the nation's health care system. Visit ahip.org/Events to learn more about upcoming AHIP conferences.



THE AHIP ADVANTAGE

Options
 40+ online courses and webinars. 15 professional designations. CE credits. AHIP has more ways to help you learn, achieve, and succeed.

Convenient
 You determine when and where you study. Self-paced courses are designed for busy professionals, with one exam per course and options for accelerated learning.

Relevant
 Training that works. Most students find they can instantly apply what they learn to their jobs.

Affordable
 Courses are reasonably priced. For even greater ROI, ask about group/bulk discounts.

Expertise
 Respected. Impressive. Career-building. AHIP courses are written by the experts in their fields. For education that will help you achieve more, study with the industry's go-to organization.

Customizable
 AHIP can create customized coursework that integrates your company's mission and products. For tailored training, email AHIP's insurance education experts at TrainingSolutions@ahip.org