BECOMING A LICENSED INSURANCE AGENT

for Health & Life

HEALTH

Get your Resident & Non-Resident State Health Licenses (NIPR.com)

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Complete and pass AHIP & FWA Training

MA/PDP

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Complete and pass the FFM Certification

ACA

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Complete State-Based Marketplace training (only required for states that are a State-Based Marketplace)

LIFE

Complete Pre-License Education & complete the state Life Insurance exam

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Apply for your Resident State Life Insurance license

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Apply for Non-Resident State Life Insurance licenses

Then, for both Health & Life:

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Get E & O Insurance

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Access Agent Support through Field Marketing Organizations (FMOs)

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Get Contracted & Appointed with Carriers through EIS

For MA & MAPD: do yearly carrier-specific certifications

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Get a CRM System & Online Quoting and Enrolling Tools (MedicareCENTER / LifeCENTER)

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Continuing Education

Some states require different levels of continuing education to keep your license active, like dedicated hours of Ethics and Anti-Money Laundering Training or dedicated hours in your area of concentration