

# Your Roadmap to 2021 Cigna Certification

## Steps to completing Cigna Medicare Certification Training

### Your Path to Certification

- Complete all necessary paperwork
- Go to Producers' University at [CignaMedicareProducers.com](https://CignaMedicareProducers.com)  
(Note: this is a new URL – remember to update your bookmark)
- Complete all the required training on your track
- Pass each course with a score of at least 85%. You have 3 attempts to pass.
- Launch and complete America's Health Insurance Plans (AHIP) or Pinpoint Medicare Training from Producers' University

**REQ** Pinpoint Medicare Training

Switch to [AHIP](#) or [Other](#) as your CMS Medicare Training provider.

- You can also upload a certificate (from AHIP, Pinpoint or Gorman Health)
- Internal Reps – you may only launch and complete the Pinpoint Medicare Training

#### Short Courses

Complete all your training in two hours!

#### Responsive Site

Access Producers' University on different types of devices

#### 2021 Certification

#### Find Information Easily

Easy to locate information on our Resource Library

#### Print Your Track Completion Certificate

Print your track completion certificate on-demand



#### We want to hear from you!

Please complete the Certification Evaluation listed on your learning track to provide feedback on your certification experience.

**REC** Certification Evaluation

Together, all the way.™



## 2021 Certification Training Tracks

Each certification training module is separate from the exam. You must first complete the training before taking the associated exam. The attestations course does not have an exam.

### Field (click to expand or collapse)

- REQ 2021 Attestations
- REQ Selling with Integrity - Field Sales Version
- REQ Selling with Integrity - Field Sales Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Commissioned Telesales (click to expand or collapse)

- REQ 2021 Attestations
- REQ Selling with Integrity - Telesales Version
- REQ Selling with Integrity - Telesales Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Combined Telesales and Field (click to expand or collapse)

- REQ 2021 Attestations
- REQ Selling with Integrity - Combined Version
- REQ Selling with Integrity - Combined Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Internal and Seasonal - Telesales (click to expand or collapse)

- REQ Selling with Integrity - Telesales Version
- REQ Selling with Integrity - Telesales Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ 2021 Attestations
- REQ Pinpoint Medicare Training
- REC Certification Evaluation

### Internal Field (click to expand or collapse)

- REQ 2021 Attestations
- REQ Selling with Integrity - Internal Field Version
- REQ Selling with Integrity - Internal Field Version Exam
- REQ Our Compliance Program
- REQ Our Compliance Program Exam
- REQ Cigna-Medicare Products and Benefits Overview
- REQ Cigna-Medicare Products and Benefits Overview Exam
- REQ Pinpoint Medicare Training
- Switch to [AHIP](#) or [Other](#) as your CMS Medicare Training provider.
- REC Certification Evaluation

Together, all the way.™



## AHIP Reimbursement

We are pleased to announce that Cigna Medicare will once again reimburse certification costs when certain requirements are fulfilled:

- To be eligible, you need to complete your 2021 certification on or before September 1, 2020, and
- Sell at least five, new net applications with an effective date of Jan. 1, 2021

After meeting those requirements, you will be eligible for several different levels of reimbursement based on the certification completed. Additionally, a certificate announcing your track completion will be available to print on-demand.

Reimbursement Rates:

- Complete Pinpoint Medicare Training and all Cigna-required courses to receive \$89.95 reimbursement
- Complete AHIP Training and all Cigna-required courses to receive \$125 reimbursement
- Complete Gorman Health Group Training and all Cigna-required courses to receive \$99 reimbursement

## Additional Information

- AHIP Certificates - Please note that you will only see a "Transmit to Cigna-HealthSpring" link on your AHIP page if you registered for 2021 AHIP directly from our Producers' University. Regardless, your AHIP completion records should sync automatically to our system and you should not need to manually upload a certificate
- Questions? Contact the Cigna Agent Resource Line (CARL) at 866-442-7516 or at [CARL@Cigna.com](mailto:CARL@Cigna.com) for all certification related support
- Do not forget to complete the Certification Evaluation listed on your learning track. Your valuable feedback helps us shape your learning experience

**Together, all the way.™**

