

# 2023 PLAN YEAR PRESCRIPTION DRUG PLANS (PDP)

## Ready to Sell (RTS) Guidelines

To get Ready to Sell Prescription Drug Plans (PDP) for Mutual of Omaha Rx<sup>SM</sup>, you have two options:

**Available options:**

**Option 1:** Successfully complete AHIP's 2023 Medicare + Fraud, Waste and Abuse Training **AND** the 2023 Mutual of Omaha Rx Product Training

**Option 2:** Successfully complete the 2023 Mutual of Omaha Rx Compliance Training **AND** the 2023 Mutual of Omaha Rx Product Training

## Certification Requirements:

### Compliance Training

- 1 Complete and pass the 2023 America's Health Insurance Plans (AHIP) certification**
  - Access link – AHIP Training
  - A \$50 discount is applied when a producer completes AHIP certification via the link on Sales Professional Access.
  - Producers who have taken AHIP certification through another carrier and wish to sell Mutual of Omaha Rx PDP plans must have their results transmitted to Mutual of Omaha Rx. Use the "AHIP Training" link on Sales Professional Access to transmit. You will not need to pay to take the training again.

OR

- 2 2023 Mutual of Omaha Rx Compliance Training** is for producers who are only going to sell Mutual of Omaha Rx PDP plans have the option to take this instead of AHIP.
  - Access link – Compliance and Product Training
  - There's no cost to complete the Mutual of Omaha Rx Compliance Training.
  - To complete this training, producers must have a signed and submitted OHIC contract.

**Passing score required:** 90%  
within three attempts.



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## Mutual of Omaha Rx Product Training

**All producers** are required to take the 2023 Mutual of Omaha Rx Prescription Drug Plan Product Training in addition to the AHIP certification or Mutual of Omaha Rx Compliance Training. This module is separate from the Compliance training requirement.

- Access link — Compliance and Product Training.
- Go to Products > Medicare Solutions > Prescription Drug Plan > Product Training.
- There is no cost to complete the Mutual of Omaha Rx Product Training.
- To complete this training, producers must have a signed and submitted OHIC contract.
- You must click through all the training slides and pass the assessment before training will be considered complete.

**Passing score required:** 85% within three attempts.

### How to verify your RTS status after successful completion of all compliance and product training:

- Log on to Sales Professional Access at [mutualofomaha.com/broker](https://mutualofomaha.com/broker).
- Select “Reports” from the menu bar at the top of the homepage.
- Select “Case Monitoring.”
- Select “PDP Ready-to-Sell Status Summary.”
- Select plan year 2023 to verify your status for 2023 enrollment.



## Contracting

You'll need a signed contract with Omaha Health Insurance Company (OHIC). Your MGA should submit the signed contract to Mutual of Omaha, along with the appropriate transmittal form to [ContractsandAppointments@mutualofomaha.com](mailto:ContractsandAppointments@mutualofomaha.com).

**Contracting available: Anytime**

## Ready to Sell (RTS)

Becoming Ready to Sell is an annual requirement. All producers planning to sell Mutual of Omaha Rx PDP plans must complete certification for each plan year they wish to sell. Entities that have a downline selling Mutual of Omaha Rx PDP plans must also be certified each plan year. Compensation (including renewal compensation) cannot be paid to producers and/or entities that are not RTS. To be considered RTS, Mutual of Omaha Rx requires a record of AHIP certification or Mutual of Omaha Rx Compliance Training as well as Mutual of Omaha Rx Product Training. Producers and/or entities must also be licensed and appointed — as required by each state — as of the application sign date.