

# Certification Tracker

*The early bird gets the worm, but the early duck gets the commissions!*

AEP success starts with a solid plan. Most agents contract with multiple carriers, and each one requires certification and AHIP. Set a timeline and break it into weekly goals and target **September 15** as your completion date. Make it your Ready-to-Sell (RTS) deadline.

Skipping any step can block you from selling Medicare Advantage. Without AHIP or carrier certifications, you may lose access to quoting tools, marketing materials, client enrollment, and commissions. You may also face **compliance violations** or penalties.

Bottom line: **No AHIP or no certifications means no commissions!**

## Have I:

- ☐ Completed AHIP?
- ☐ Checked if the states I am planning to sell in are HIDE/FIDE?

State	HIDE	FIDE	Neither



