



ACA Prep Class!

Ready, Set, GO!



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So – You're ready to engage in the ACA Health Market?
GREAT!



There are **6** important Steps

1. **CERTIFY**
2. **CONTRACT**
3. **SET UP Enrollment Platform**
4. **BASIC TRAINING**
5. **ADVANCED TRAINING**
6. **YEAR ROUND Selling**

So – You're ready to engage in the ACA Health Market? **GREAT!**



Everything you need is in one place:

www.peaktraining.com

Go to the **"12 Mo Health Sales (ACA)"** Tab

"Register" at the site (**User/Password**)

This session begins at **"Step 2"**

Work your way down the page

"Advanced Access" is available to agents who fully appoint with our ACA plans

Once you're **fully appointed**, **email** anyone on our team and request access to the advanced training classes

Certify



1. Watch my “**ACA Foundations**” Video (**Step 2 b**)
2. Open Instructions on **Step 2 c**. Leave them **open!**
3. Note that there are instructions for
 1. the **FFM/Federally Facilitated Marketplace** and *separate* instructions for (Blue)
 2. **SBE's/State Based Exchanges**. You can view the map on **Step 2 d** to know which one(s) you need to do. (Yellow)
 3. **Do NOT do SBE cert** unless you live there or have significant marketing opportunities there
4. You do **not** need to do the “**Shop Certification**” because you’ll likely NEVER find a small employer group situation where Shop works better than the “Subsidy”
5. First timers will do the entire cert ... once you return the second time around, please use the “returning” agent certification.
6. Once done, progress to **Step 2 d**

Contract

1. On **Step 2d**, you'll click on the **ACR/Agent Contract Request** link
2. Please complete it – Please note any **PPI affiliated Agency** (ask if they have their own PPI ACR link)
3. Click on the **Map** and each state(s) that you wish to appoint. Select **ALL** the ACA carriers listed in your state
4. Please note if you are a **New or Transferring** agent
5. There is **No conflict** with UHC, Cigna, Aetna MA or MS contracting! You can hold those appointments elsewhere.
6. Don't feel that you must appoint in *every state* in which you hold a **Non-Resident** license, **unless** you intentionally plan on spending time and money marketing there.
7. If you live in an **FFM**/Blue state – do **NOT** appoint in an **SBE** state unless there is a significant marketing reason to do so



Set Up FREE Enrollment Platform

- Proceed to [Step 2 e](#)
- [Read Instructions](#) on how to set up your HS site
- Use the [PPI "Agency Code."](#) Ask your manager if they have a separate HS code, if so, please use that one instead.
- You **MUST** register **all State Licenses** AND **all Carriers** that you sell in EACH State – or you will **not get paid** for your sales!
- Please use the carrier link to confirm that you are appointed – if you are not – you will **NOT** get paid
- Please watch the [HS instructional videos](#) – and note the emails that they send to agents periodically to help them utilize the platform better
- Go to ["Help on Demand"](#) and get some free leads.



Get Basic Training

Step 3 – Get Ready to Sell!

ACA for Rookies & ACA Blast Off will really help you process business more effectively

If you're fully appointed, ***ACA University*** will help you market 12 months a year

You'll also see other helpful classes:

Manhattan Life

Employer Retention Credit / ERC

Health Matching Accounts / HMA are just a few

Seek Appointment with those programs as well!



ADVANCED Training – Become a Pro!

These classes are **in Steps 4 & 5**

You must be, registered, fully appointed and request access to see these classes

For now, please go to **Step 5**

Client Data Sheet /CDS

Marketing Slicks

Facebook Ads

Small Business Power Point

Tools for **Nonprofit** selling



Write ACA 12 Months a Year!

Many small businesses (under **50** employees) **can't afford** a "Group Health" plan ... an ACA plan will be a great option –

Learn how to **target** and **communicate** with small employer groups

Learn who you **should and should NOT** enroll ... and **when**

Learn how to *differentiate yourself* from other ACA agents because you can "Bolt Down" the premium payments in an **IRS Compliant** way ... Significant persistency and safety

Learn how to get **employers to pay for 2-4** additional plans

Learn how to **collapse** expensive, overpriced small group plans



**Yesterday doesn't
matter. Today Does!**



This isn't like your other business

*It's **easier, faster, bigger** and **more profitable** than any other market*

*It will create **more LIFE sales, more Medicare sales, etc.***

But you'll have to intentionally engage if you want to sell in large numbers

We're here to help

Call our **Agent Care Team** members at **877 612 7317** for help!



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We want to help!

If you have questions, our helpful Internal Marketing Team awaits your call.
877-612-7317