



Designations Brochure 2021

TRAINING THAT GETS NOTICED & GROWS CAREERS

40+ online courses.
15 professional designations.
One trusted authority on
health insurance.

Learn. Achieve. Succeed.



ENROLLMENT
ALWAYS OPEN



ONLINE AND
MOBILE FRIENDLY



TECH SUPPORT
BY PHONE & EMAIL

ahip.org/Courses

DISCOUNT

Save 30% on
select AHIP
courses now
through 3.26.21

Use coupon code
ILTCI2021

Excluding Marketing Medicare Advantage + Fraud, Waste and Abuse; Federal Marketplace Training; the Health Savings Account (HSA) Expert Certificate course; Medicare Primer; taxes; and shipping charges. Coupon code expires 11:59 PM ET, 3.26.21.

IMPRESSIVE CAREER CREDENTIALS START HERE

AHIP offers 15 professional designation programs that suit your career goals, schedule, and budget. See which path works for you.

When you enroll, you'll get guidance on your next steps. Easily track your progress along the path. Earn designations by completing between one and five online courses.

PAHM®

**Professional, Academy for
Healthcare Management**

FAHM®

**Fellow, Academy for
Healthcare Management**

Master the ins-and-outs of insurance industry need-to-knows. Earn your PAHM® designation with AHM250. Then, build from there! Take your career to the next level by earning the FAHM® designation. To earn this impressive professional credential, complete these five courses:

- Healthcare Management:
An Introduction (AHM250)
\$220 AHIP Member / \$280 Non-member
- Governance, Legal Issues, Medicare
and Medicaid (AHM510)
\$220 AHIP Member / \$280 Non-member
- Health Plan Finance and Risk
Management (AHM520)
\$220 AHIP Member / \$280 Non-member
- Network Management (AHM530)
\$220 AHIP Member / \$280 Non-member
- Medical Management (AHM540)
\$220 AHIP Member / \$280 Non-member

HCSA

**Healthcare Customer
Service Associate**

As consumers continue to become more engaged in health care, this designation is an ideal path to sharpen your problem-solving skills and deliver value to your customers. Start with these required courses and add one elective:

- Customer Service Strategies for the Health
Care Environment
\$205 AHIP Member / \$250 Non-member
- Fundamentals of Health Insurance, Part A
(Basics of Health Insurance)
\$175 AHIP Member / \$225 Non-member
- Fundamentals of Health Insurance, Part B
(Basics of Company Operations)
\$175 AHIP Member / \$225 Non-member
- Plus one elective



**Affordable courses that are
reasonably priced. For even greater
ROI, ask about group/bulk discounts.**

DIA**Disability Income
Associate****DIF****Disability
Income Fellow**

Increase your understanding of the risks and costs associated with disability insurance (DI), and how DI fits into retirement, estate, and long-term care planning. First, earn the DIA designation when you complete three core courses. Then, build on what you've learned! Earn the DIF designation by adding two electives.

- Disability, Part I (Primer)
\$205 AHIP Member / \$265 Non-member
- Disability, Part II (Advanced Issues)
\$205 AHIP Member / \$265 Non-member
- Disability, Part III (Group and Worksite Issues)
\$205 AHIP Member / \$265 Non-member
- Plus two electives

LTCP**Long-Term Care
Professional**

Enhance your professional expertise in long-term care (LTC) insurance—including ways to finance LTC products, claims, and administration—through four courses.

- Long-Term Care, Part I (Needs and Options)
\$205 AHIP Member / \$265 Non-member
- Long-Term Care, Part II (Financing)
\$205 AHIP Member / \$265 Non-member
- Long-Term Care, Part III (The Product)
\$205 AHIP Member / \$265 Non-member
- Long-Term Care, Part IV
(Administration and Claims)
\$205 AHIP Member / \$265 Non-member

Or earn the LTCP with our comprehensive combined course.

- Long-Term Care Professional (LTCP)—
Combined Course
\$595 AHIP Member / \$775 Non-member



Train your team in long-term care insurance. Email TrainingSolutions@ahip.org for information about our blended learning options and more.

FEATURED COURSES

Healthcare Management: An Introduction (AHM250)

Get up to speed on the basic concepts of our fast-changing industry and the timely topics that matter most to help you better serve your members. Earn your PAHM® designation upon completion.
\$220 AHIP Member / \$280 Non-member

Medicare Primer

Better-serve your age 65+ members. This new course covers all the basics you need to know: how Medicare is structured, Parts A-D, eligibility requirements, where private insurance fits in, Medicaid's role, and more.
\$110 AHIP Member / \$150 Non-member

Medicaid Primer

Gain a deeper understanding of Medicaid eligibility, funding, managed care, waivers, and more. It's everything you need to know to master Medicaid basics.
\$120 AHIP Member / \$160 Non-member

Health Savings Account (HSA) Expert Certificate

A detailed overview of the HSA planning, administration, best practices, and more. Upon completion of this online course, you'll earn your HSA Expert Certificate.*
\$795 AHIP Member / \$1,095 Non-member

* 3-year (renewal required) HSA Expert Certification



MEET CMS TRAINING REQUIREMENTS FOR AGENTS AND BROKERS

- Federal Marketplace training for agents and brokers
(*Individual Marketplace Training, Individual Marketplace Training for Returning Agents and Brokers*)
Pricing varies based on option
- Medicare + Fraud, Waste and Abuse training
Available in English and Spanish
\$175 AHIP Member / \$175 Non-member
- Continuing Education (CE) credits
Credit hours per course and fees vary by state

HCAFA® Health Care Anti-Fraud Associate

Develop the expertise to assess and mitigate the impact of fraud. When you earn this designation, you'll signify your mastery of detection, investigation, and prevention methods. In addition to two required courses, choose one elective from a series of on-demand fraud webinars that fit best with your career path.

- Fraud, Part I (Introduction)
\$205 AHIP Member / \$250 Non-member
- Fraud, Part II (Key Products)
\$205 AHIP Member / \$250 Non-member
- Plus one webinar

HIA® Health Insurance Associate

Master the industry's overarching administration and management principles, as well as in-depth details of policy issue and renewal, government regulation, and fraud. It's a great launch into the basics of health insurance and beyond.

- Fundamentals of Health Insurance, Part A
(*Basics of Health Insurance*)
\$175 AHIP Member / \$225 Non-member
- Fundamentals of Health Insurance, Part B
(*Basics of Company Operations*)
\$175 AHIP Member / \$225 Non-member
- Health Insurance Advanced Studies, Part A
\$205 AHIP Member / \$265 Non-member
- Supplemental Health Insurance
\$160 AHIP Member / \$210 Non-member
- Plus two electives

LOOKING FOR THE BASICS?

Start with courses that focus on how health insurance works, core products, and more. Then, build on that foundation with courses that offer even deeper knowledge.

- Health Insurance 101: An Orientation
\$90 AHIP Member / \$110 Non-member

- Fundamentals of Health Insurance, Part A
(*Basics of Health Insurance*)
\$175 AHIP Member / \$225 Non-member
- Fundamentals of Health Insurance, Part B
(*Basics of Company Operations*)
\$175 AHIP Member / \$225 Non-member
- Health Insurance Advanced Studies, Part A
\$205 AHIP Member / \$265 Non-member
- Health Insurance Advanced Studies, Part B
\$205 AHIP Member / \$265 Non-member

WHEN IT COMES TO HEALTH INSURANCE EDUCATION, AHIP HAS YOU COVERED



Credentials make all the difference.
AHIP's professional designations are the industry standard.



Life happens.
Enrolling allows you to learn at your own pace, on your own schedule.



Technical Support.
We're here to help you succeed.



You've got a full-time job and a finite amount of energy.
Just one exam per course, as well as some one-course, accelerated designations.



Choices, choices.
Choose from 15 designations, 40+ online courses and webinars, and Continuing Education (CE) credits. Flexible formats that work for you.

PHIAS®

Professional, Health Insurance Advanced Studies

Tackle the fundamentals of health insurance and learn how various topics work together in our evolving health care system.

- Health Insurance Advanced Studies, Part A
\$205 AHIP Member / \$265 Non-member

FHIAS®

Fellow, Health Insurance Advanced Studies

Expanding on the PHIAS® designation, delve more deeply into the health care system's building blocks and products such as Medicare, disability, long-term care, dental, and more.

- Health Insurance Advanced Studies, Part A
\$205 AHIP Member / \$265 Non-member
- Health Insurance Advanced Studies, Part B
\$205 AHIP Member / \$265 Non-member
- Plus one elective

MHP

Managed Healthcare Professional

Gain an understanding of the unique trends, policies, and processes that shape health care, including managed care plan structures, operations, and administration.

- Fundamentals of Health Insurance, Part A (Basics of Health Insurance)
\$175 AHIP Member / \$225 Non-member
- Fundamentals of Health Insurance, Part B (Basics of Company Operations)
\$175 AHIP Member / \$225 Non-member
- Healthcare Management: An Introduction (AHM250)
\$220 AHIP Member / \$280 Non-member
- Plus one elective



For full designation and course descriptions, visit ahip.org/Courses

HCP®**Healthcare Compliance Professional**

Stay abreast of trends focused on delivering even greater value to consumers. The HCP® designation demonstrates your expertise in ensuring that your organization meets rules and regulations, as well as how to establish a solid compliance program.

- Accountable Care Organizations (ACOs)
\$120 AHIP Member / \$160 Non-member
- Health Insurance Exchanges and the Affordable Care Act (ACA)
\$120 AHIP Member / \$160 Non-member
- Medicare Primer
\$110 AHIP Member / \$150 Non-member
- Understanding Private Accountable Care Organizations
\$120 AHIP Member / \$160 Non-member

ITP**Information Technology Professional**

As health care continues to rely more and more on new technologies, infuse your tech skills with health insurance-specific insights and gain a career edge.

- Health Insurance 101: An Orientation
\$90 AHIP Member / \$110 Non-member
- ICD-10 and 5010 Mandate—A Technology View
\$205 AHIP Member / \$265 Non-member
- Overview of Payer IT, Part A
\$205 AHIP Member / \$265 Non-member
- Overview of Payer IT, Part B
\$205 AHIP Member / \$265 Non-member
- On-demand webinars also available

**DBA****Dental Benefits Associate**

Earn your DBA designation and demonstrate your expertise in plan design and coverage, plan management, and the impact of fraud and legal requirements.

- Dental Benefits, Part A: An Overview of Dental Benefits and Dental Plans
\$155 AHIP Member / \$205 Non-member
- Dental Benefits, Part B: A Closer Look at Plan Types and Management
\$155 AHIP Member / \$205 Non-member
- Fraud, Part I (Introduction)
\$205 AHIP Member / \$250 Non-member
- Health Insurance Advanced Studies, Part A
205 AHIP Member / \$265 Non-member

TRAINING REAL CREDENTIALS

THAT GIVES YOU

DESIGNATIONS

	AHIP MEMBER PRICE [†]	NON- MEMBER PRICE [†]	ITP	HCP [®]	PHIAS [®]	FHIAS [®]	HIA [®]	PAHM [®]	FAHM [®]	DIA	DHP	DIF	LTCP	HCAFA	HCSA	MHP	DBA
Accountable Care Organizations (ACOs)	\$120	\$160	REQ														
An Introduction to Wellness Programs	\$205	\$265			EL1												
Combating Chronic Diseases through Workplace Wellness Programs	\$205	\$265			EL1												
Customer Service Strategies for the Health Care Environment	\$205	\$250												REQ			
Dental Benefits, Part A: An Overview of Dental Benefits and Dental Plans	\$155	\$205													EL1	REQ	
Dental Benefits, Part B: A Closer Look at Plan Types and Management	\$155	\$205														REQ	
Disability, Part I (Primer)	\$205	\$265				EL2			REQ	REQ	REQ			EL1			
Disability, Part II (Advanced Issues)	\$205	\$265				EL2			REQ	REQ	REQ						
Disability, Part III (Group and Worksite Issues)	\$205	\$265				EL2			REQ	REQ	REQ						
Enhancing Group LTD with Individual Disability Income Policies	\$80	\$100									EL2						
Federal Marketplace Training for Agents and Brokers	Prices vary with options																
Fraud, Part I (Introduction)	\$205	\$250				EL2								REQ	EL1	EL1	REQ
Fraud, Part II (Key Products)	\$205	\$250												REQ			
Fraud webinars	Prices vary with options													EL1			
Fundamentals of Health Insurance, Part A (Basics of Health Insurance)	\$175	\$225					REQ				REQ				REQ	REQ	
Fundamentals of Health Insurance, Part B (Basics of Company Operations)	\$175	\$225					REQ				REQ				REQ	REQ	
Governance, Legal Issues, Medicare and Medicaid (AHM510)	\$220	\$280							REQ								
Health Insurance 101: An Orientation	\$90	\$110	REQ														
Health Insurance Advanced Studies, Part A	\$205	\$265			ONE	REQ	REQ					EL2			EL1	REQ	
Health Insurance Advanced Studies, Part B	\$205	\$265				REQ											
Health Insurance Exchanges and the Affordable Care Act (ACA)	\$120	\$160		REQ													
Health Plan Finance and Risk Management (AHM520)	\$220	\$280							REQ								
Health Savings Account (HSA) Expert Certificate**	\$795	\$1,095															
Healthcare Management: An Introduction (AHM250)	\$220	\$280						ONE	REQ							REQ	
ICD-10 and 5010 Mandate—A Technology View	\$205	\$265	REQ														
Long-Term Care, Part I (Needs and Options)	\$205	\$265				EL2							REQ		EL1		
Long-Term Care, Part II (Financing)	\$205	\$265										EL2	REQ				
Long-Term Care, Part III (The Product)	\$205	\$265											REQ				
Long-Term Care, Part IV (Administration and Claims)	\$205	\$265											REQ				
Long-Term Care Professional (LTCP)—Combined Course	\$595	\$775				EL2						EL2	ONE		EL1		
Medicaid Primer	\$120	\$160															
Medical Management (AHM540)	\$220	\$280							REQ								
Medicare + Fraud, Waste and Abuse (FWA) training—Available in English and Spanish	\$175	\$175				EL1											
Medicare General Compliance Training Program: Understanding Your Role and Responsibilities	\$195	\$255															
Medicare Primer	\$110	\$150		REQ		EL1											
Network Management (AHM530)	\$220	\$280							REQ								
Overview of Payer IT, Part A	\$205	\$265	REQ														
Overview of Payer IT, Part B	\$205	\$265	REQ														
Supplemental Health Insurance	\$160	\$210					REQ										
Understanding Private Accountable Care Organizations	\$120	\$160		REQ													
Understanding Social Security Disability Income	\$80	\$100										EL2					

[†] Pricing subject to change

** 3-year (renewal required) HSA Expert Certification

AVAILABLE DESIGNATIONS

ITP = Information Technology Professional

HCP[®] = Healthcare Compliance Professional

PHIAS[®] = Professional, Health Insurance Advanced Studies

FHIAS[®] = Fellow, Health Insurance Advanced Studies

HIA[®] = Health Insurance Associate

PAHM[®] = Professional, Academy for Healthcare Management

FAHM[®] = Fellow, Academy for Healthcare Management

DIA = Disability Income Associate

DHP = Disability Healthcare Professional

DIF = Disability Income Fellow

LTCP = Long-Term Care Professional

HCAFA = Health Care Anti-Fraud Associate

HCSA = Healthcare Customer Service Associate

MHP = Managed Healthcare Professional

DBA = Dental Benefits Associate

ONE = Designation is awarded upon completion of single course as shown

REQ = Required Course

EL1 = Possible of 1 Elective

EL2 = Possible of 2 Electives

Register for these courses and more at ahip.org/InsuranceEducation. For details about courses approved for Continuing Education (CE) credits, please visit ahip.org/CEcredits



Your Company's AHIP Member Benefits Extend to You

Is your company an AHIP health insurance provider member? If yes, then as an employee, you're a member, too. You can enjoy a long list of member benefits that can help you do better at your job and achieve your professional development goals. These benefits include:

- Access to member-only content at ahip.org
- Complimentary member newsletters
- Discounts on AHIP online courses
- Conference discounts

Email MembershipFrontline@ahip.org to check on your membership status.

AHIP Conferences



Complement your online coursework with AHIP's conferences. Throughout the year, AHIP brings together industry experts, C-level executives, policymakers, academics, thought leaders, and disrupters to discuss challenges and opportunities facing the nation's health care system. Visit ahip.org/Events to learn more about upcoming AHIP conferences.

Take Your Career — and Expertise — to the Next Level

With 40+ online courses, 15 professional designations, webinars, and other educational resources available, pick the path that fits your goals, your schedule, and your budget. See inside for descriptions and details.

Enroll today and get ready to learn, achieve, and succeed.

Visit ahip.org/Courses, call **800.509.4422** or email Support@ahipinsuranceeducation.org

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