

For Distribution to Brokers/Wholesalers/Administrators/DBEs Only

March 20, 2008

Reminder: Medicare AdvantageBlue Certification & Training

MARKET: 51+ FULLY INSURED GROUPS IN MD, DC AND NORTHERN VA

In the [February 27, 2008 Sales Flash](#), we announced that Medi-CareFirst BlueCross BlueShield (Medi-CareFirst) will offer its Medicare Advantage Plan, called AdvantageBlue Private-Fee-for-Service (PFFS) as a health option for retiree groups. AdvantageBlue PFFS is available for effective dates beginning July 1, 2008 to 51+ fully insured employer groups in Maryland, DC and Northern Virginia **that have a minimum of 10 employees enrolling.**

Based on the Centers for Medicare and Medicaid Services (CMS) requirements noted in the [previous Sales Flash](#), Medi-CareFirst has put a certification process in place. The AdvantageBlue PFFS product may **only** be sold by CareFirst BlueCross BlueShield (CareFirst) contracted brokers who have been certified. Certification is defined as:

- having a current life/health license in Maryland, DC and/or VA
- attending an accredited continuing education course through Cape Education (Cape) on the Medicare Advantage program
- completing an assessment and passing with a score of 80% or higher
- completing, signing and faxing an attestation of the fraud, waste and abuse portion of the training to Special Investigations

To register for a Medicare Advantage class, please visit www.capeschool.com. Select Insurance, then your State, Continuing Education, and Classroom courses. You can find "Medicare Advantage" training by location, date or class title. The class number is C63872. You may also contact Cape via e-mail at info@capeschool.com or by phone at 1-888-227-3331.

Additional classes have been added on Tuesday, June 3 and Thursday, July 17, 2008 from 5:15 p.m. - 8:45 p.m. at Holiday Inn, 10000 Baltimore Avenue, College Park, MD 20740.

Following the class, you must complete an open-book assessment by visiting <https://www.capeschool.com/carefirst/>. Upon completion, you will receive the results from the Cape School immediately. If you failed, you can re-test right away or re-test at a later time. If you passed, Medi-CareFirst will be notified and we will have you on file as having Medicare Advantage Agent Certification. You may also print a Certificate of Completion for your records. After the initial certification, brokers will be required to re-certify annually.

If you have any questions, please contact your Broker Sales Representative.



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