Kaiser Permanente Medicare Individual Sales
Contracting Process

Agent → FMO

- Demographic info
- State License

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Agent Listing

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KAISER PERMANENTE®
Appoints Agents

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Kaiser Permanente Medicare Training

↓ Annual KP Products & Benefits Training

You will receive an email with a link to complete training annually from EvolveNXT. Training opens in early-August for upcoming year. Within the platform, you can share your Medicare +FWA Certification from AHIP.

↓ Market-Specific Value Proposition Training

Conducted by KP sales leaders, virtually or in person. This is a one-time onboarding requirement.

Step 1
Provide your license and demographic information to your upline, and it will be submitted to your FMO to begin the contracting process.

Step 2
Your FMO's Contracting Team submits agent licensing information to Kaiser Permanente on behalf of your upline. Kaiser Permanente verifies the information and appoints for the active licensed state.

Step 3
You will also need to take additional Kaiser Permanente-specific trainings.

- **Annual Kaiser Permanente Individual Medicare Products & Benefits Training:** A one-hour web-based course through EvolveNXT which covers region-specific KP Medicare products and benefits for the individual plan segment.
    - You will receive an email with a link to the training from donotreply@evolvenxt.com.
    - On the platform, a link to AHIP website will provide you with the opportunity to electronically share your Medicare + FWA certification with Kaiser Permanente.
    - Training occurs annually based on benefit year.
- **Market-Specific Value Proposition Training**
    - Conducted by KP sales leaders virtually or in person.
    - Training needs to be taken once as an onboarding requirement.

Step 4
Once you've completed all requirements and become Ready to Sell effective, you will receive a Welcome email from the KP market in which you are RTS. Your FMO will provide you with quoting and enrollment platform access through SunFire or Connecture.