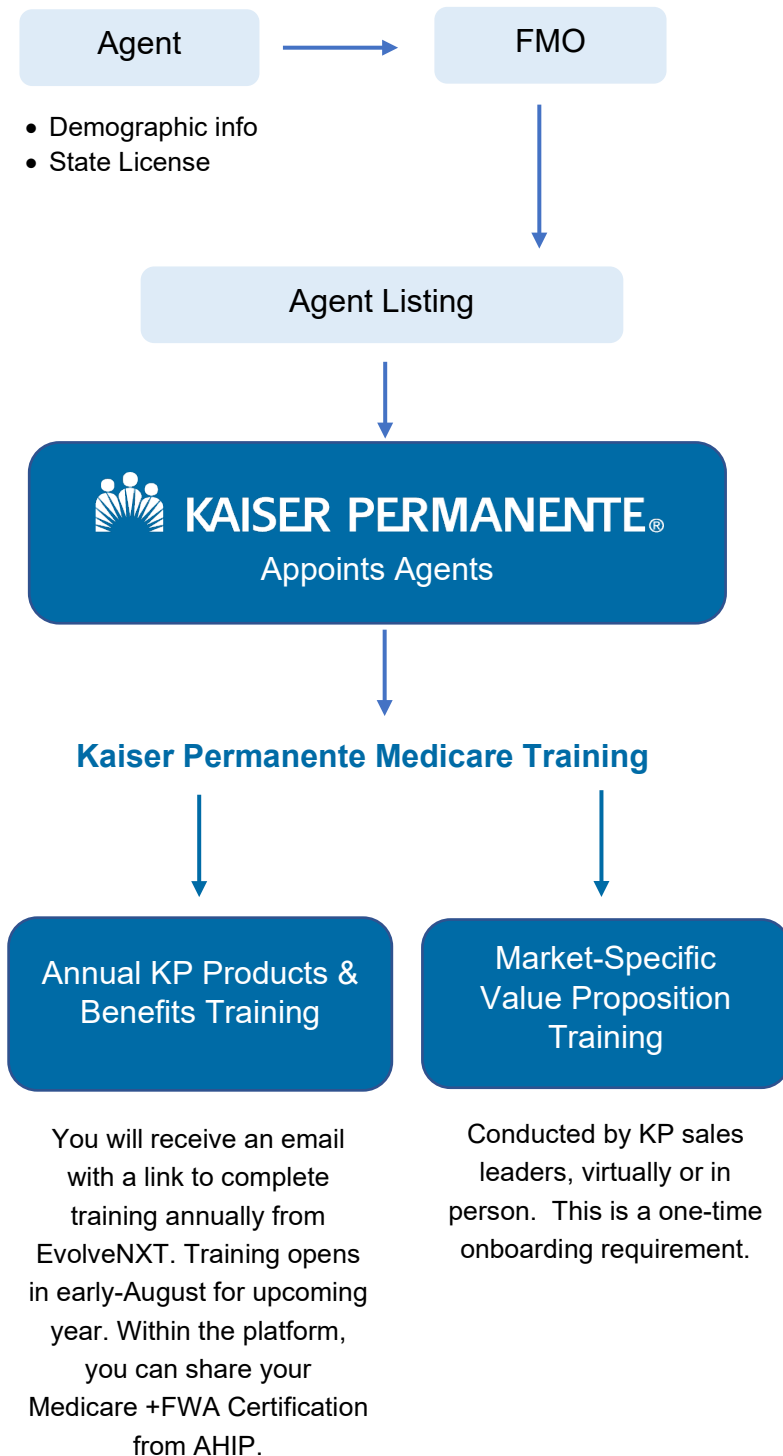


# Kaiser Permanente Medicare Individual Sales Contracting Process



## 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@evolgenxt.com](mailto:donotreply@evolgenxt.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.