

HOW TO BECOME A MEDICARE AGENT?

8 STEPS TO MAKING A SIX-FIGURE INCOME!



1) GET YOUR HEALTH INSURANCE LICENSE

Selling Medicare requires a state health insurance license, many agents take both the Life and Health exam.

2) PASS THE AHIP EXAM

AHIP is an annual exam required by the Medicare Advantage and Part D companies in order to certify.

[!\[\]\(003082e50e3009141f59bd5df831749f_img.jpg\) **Helpful Link - Your AHIP \\$50 Discount**](#)



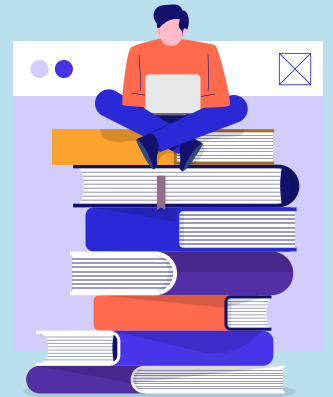
3) GET E&O INSURANCE

E&O is your professional insurance that allows you to sell insurance! :)

4) PARTNER WITH AN FMO

An FMO is your resource to access the various insurance companies and become authorized to sell their plans.

[!\[\]\(b4eeff342f60cc7bcd67d869b4fedca2_img.jpg\) **Helpful Link- TOP FMOs You Should Consider**](#)



5) LEADS, LEADS, LEADS!

Work with your FMO to put together your sales game plan which is centered around leads, which are your pathway to consistently staying in front of prospects.

6) TRACK YOUR PROGRESS TO 330 CUSTOMERS!

You need roughly 330 customers to earn a six-figure residual income. The more you keep score, the better your chance of becoming a six figure agent.



7) COMPLETE CONTINUING EDUCATION FOR YOUR LICENSE.

Continuing ed is required for both maintaining your license and also for each company to keep your renewal income.

8) CONNECT WITH ME (DREW GURLEY) ON LINKEDIN

I have walked in your shoes and understand what it takes 1st hand to build a sustainable book of business with strong residual income.



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