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### Brokers - What You Need To Know To Sell In DC Health Link

The DC Health Benefit Exchange Authority Board has approved the Producer Advisory Committee's recommendations on requirements that producers will need to fulfill in order to sell in DC Health Link. Brokers selling in DC Health Link *must have* an **active** DC resident or DC non-resident license in good standing in order to sell health insurance in the District of Columbia.

#### Carrier Appointments

Prior to registration, a broker must obtain appointments with each carrier in DC Health Link for the market in which he/she intends to sell.

Brokers selling in the individual market must be appointed with the following licensed carriers:

- Aetna
- CareFirst
- Kaiser Permanente

Brokers selling in small group or both individual and small group markets must be appointed with the following licensed carriers:

- Aetna
- CareFirst
- Kaiser Permanente
- UnitedHealthcare

#### Training

The National Association of Health Underwriters has been selected as our training partner. Brokers must complete a *total of six hours* of training in which 4 hours of CE credits will be provided for the District of Columbia. Training will consist of two parts: District specific policies and DC Health Link website training.

DC Health Link Policy Training: Brokers must complete 4 hours of DC Health Link policy training that is specific to District laws and policies. Training will be provided both in person and online.

- \* In-person sessions currently scheduled: August 16th, 27th, 29th  
September 9th, 23th, 24th, 25th, and 30th

Additional dates for in-person sessions will be announced as they become available. No exam is required for in-person training. In-person sessions are **ONLY** available to brokers that have a resident license in the District of Columbia or a non-resident license in the District of Columbia with a resident license in Maryland or Virginia.

- \* Online policy training will be available on August 23, 2013. An exam will be required for those who complete online policy training.

DC Health Link Website Training: Brokers must complete 2 hours of DC Health Link website training available online only. Such training will not need to be completed prior to registration but must be completed prior to selling insurance on DC Health Link. The website training will become available by late-September.

To register for any of the training sessions, please go to the following link by pressing "**Ctrl & Click**", then "**View Dates**": <https://nahu.inreachce.com/Search?category=3d79fa40-c714-452a-a7a3-d849b42adf34>

#### Upcoming Events: [www.dchealthlink.com](http://www.dchealthlink.com)

Tuesday 08/06/13	Health Expo Hadley Specialty Hospital Ward 8
Tuesday 08/06/13	National Night Out Event Sponsored by The Street Wise Foundation
Wednesday 08/07/13	HBX Town Hall Meeting Ward 2 at Foundry United Methodist Church
Thursday 08/08/13	HBX Town Hall Meeting Ward 6 at Watha T. Daniel Library
Friday 08/09/13	Pinion Financial Services - Broker Presentation
Friday 08/09/13	Edgewood Community Event-Sponsored by The Street Wise Foundation
Monday 08/12/13	RAFFA Financial - Broker Presentation

### DC Health Link

#### Key Dates:

- ◇ **October 1, 2013**—Open Enrollment Begins (Individual and Small Group)
- ◇ **January 1, 2014**—Coverage can start (Individual & Small Group)
- ◇ **March 31, 2014**—Individual open enrollment ends.
- ◇ Small Group open enrollment continues throughout the year.



# DC HEALTH LINK

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## Broker What You Need To Know To Sell In DC Health Link Continued...

### Cost

Training will be provided at no cost to District resident and non-resident Virginia and Maryland brokers who complete training by December 31, 2014, for up to the first 2500 brokers. This applies to brokers in the Washington, D.C. metropolitan area, who reside in and hold an active resident license in Virginia or Maryland, with an active non-resident District of Columbia license, or reside in the District of Columbia with an active resident license in the District of Columbia.

Other States - Brokers from outside these three jurisdictions will be charged \$30.00 for the DC Health Link policy training and \$15.00 for the DC Health Link website training. The online exam fee for the policy training is \$10.00.

To register for any of the training sessions, please go to the following link by pressing "Ctrl & Click", then "View Dates":  
<https://nahu.inreachce.com/Search?category=3d79fa40-c714-452a-a7a3-d849b42adf34>

### Broker Registration on DC Health Link

Brokers will need to complete a request for registration on DC Health Link which will include information they would like to have known about themselves that is to be included in our broker directory and displayed on [www.dchealthlink.com](http://www.dchealthlink.com). All registration requests should be submitted after the following have been completed:

- \* District resident or non-resident producer license
- \* Appointments with all licensed carriers as required
- \* DC Health Link Policy Training

A broker's registration request will not be approved unless the above requirements are met. As a reminder, brokers will not need to complete Part 2: DC Health Link website training, prior to registration, but this training **must be completed prior to selling insurance on DC Health Link**. Additional information regarding registration will be provided at a later date.

### Background

Registration policies for brokers selling in DC Health Link were developed and unanimously approved by the Producer Advisory Committee and the DC Health Exchange Executive Board. The approved resolution and report can be found at: <http://hbx.dc.gov/node/614992>

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