

# Kaiser Permanente Individual Medicare Contracting Process



## Step 1

Provide your license and Medicare Compliance training info to your upline. 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 offered via Miramar/Convey Health Solutions which covers region-specific KP Medicare products and benefits for the individual plan segment.
  - Your FMO will provide you with the KP registration code to complete the Miramar training, along with a user guide and FAQ sheet.
  - Training occurs annually based on benefit year.
- **Market-Specific Value Proposition Training**
  - Held by KP sales leads virtually or in person.
  - This training is a one-time onboarding requirement.

## Step 4

Once you've completed all requirements and become Ready to Sell for Kaiser Permanente, you will receive a Welcome email from the market in which you qualified. Your FMO will provide you with quoting and enrollment platform access.