

2023

# September

All times listed in PST



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
28	29	30	31	01
04	05	06	07 3pm: 2024 AEP Benefit Rollout (NV Market Only) <a href="#">Click to RSVP</a>	08
11 12pm: 2024 Virtual AEP Benefit Rollout (NV Market Only) <a href="#">Click Link to Register</a>  2pm: EvolveNXT <a href="#">Click Link to Register</a>	12 10am: Conducting your ATRIO Community Meeting <a href="#">Click Link to Register</a>	13	14 10am: Conducting your ATRIO Community Meeting (In-Person) - NV Market Only <a href="#">Click here to RSVP</a>	15 9am: 2024 Virtual AEP Benefit Rollout (NV Market Only) <a href="#">Click Link to Register</a>
18	19 10am: Freedom Plan by ATRIO <a href="#">Click Link to Register</a>	20	21	22 9am: Conducting your ATRIO Community Meeting <a href="#">Click Link to Register</a>
25	26 10am: AEP Readiness - ATRIO Extra Benefits Overview and Vendor Information <a href="#">Click Link to Register</a>	27 10am: AEP Readiness - Conducting your Event <a href="#">Click Link to Register</a>	28 10am: AEP Readiness 1:1 Appointment and Best Practices <a href="#">Click Link to Register</a>	29 10am: AEP Readiness - Enrollment & Marketing Resources <a href="#">Click Link to Register</a>
02	03	Notes: Roseburg: In-Person Trainings are held at our ATRIO Roseburg Office, 2270 NW Aviation Drive #3, Roseburg, OR 97470 Reno: In-Person Trainings are held at our Saint Marys ATRIO Office, 520 W 6th St, Reno, NV 89503		

# Course Description



Topic

Description

<b>AEP Benefit Rollout:</b>	Come Learn about our 2024 Benefits! Each event will kick-off with a Market Place Mixer, first 30 minutes of each event where agents are encouraged to meet our vendors and specialized booths followed by our 2024 Plan Benefit Presentation. The session will then wrap up with another opportunity to visit our Market Place and get your questions answered by subject matter experts.
<b>AEP Readiness:</b>	Join us for helpful tips and deadline reminders as you begin planning for a successful AEP season.
<b>ATRIO Agent Resources:</b>	This training provides an overview on ATRIO agent resources such as, EvolveNXT, ATRIO Premier website where agents can order sales and marketing materials and the atriohp.com where agents can look-up providers and drug formularies.
<b>ATRIO Extra Benefit Training:</b>	Learn about ATRIO Extra Benefits and vendor partners
<b>ATRIO Flex Card (OTC)</b>	Join an in-depth training on the OTC benefits, using the Flex card
<b>ATRIO Supplemental Benefits - OTC</b>	Learn how to help your clients using the OTC WEBSITE/CATALOG
<b>Coffee &amp; Chat</b>	Join us for, local market updates, benefit spotlight, best practices plus more!
<b>Conducting your ATRIO Community (Formal) Event</b>	This training provides a road map through the enrollment process, and overview of Election Period timeline and detail of election period when members can enroll or change their plan.
<b>Enrollment and Election Periods:</b>	This training provides a road map through the enrollment process, and overview of Election Period timeline and detail of election period when members can enroll or change their plan
<b>EvolveNXT:</b>	Come Learn our new CRM broker platform EvolveNXT where agents will complete annual certifications, lead management, enrollment submission, and how to access their ATRIO book of business.
<b>Freedom Plans by ATRIO</b>	Our Freedom MA ONLY Plans by ATRIO offer affordable coverage without Prescription Drug Coverage, works well with TRICARE for life. <b>*Freedom Plan offered in Select OR/NV Counties.</b>
<b>Grassroots Marketing (SWARM):</b>	Come SWARM with us! We will train you on the importance on grassroots marketing, what your agent approach should look like, and how to maintain new strategic relationships in your local area.
<b>Low Income Subsidy (LIS):</b>	Learn the fundamentals of low Income Subsidy (LIS) and your opportunity to grow your book of business while assisting consumers with unique needs. We review the LIS program qualifications, the LIS enrollment process, and why follow up is a necessity.
<b>Marketing through OEP:</b>	Medicare Advantage OEP begins Jan. 1 and will run through Mar. 31. Come learn the do's and the don'ts on MAPD OEP and how to maximize your marketing efforts.
<b>Marketing through Social Media:</b>	Learn the benefits of Social Media marketing and polices to help increase your presence in the community.
<b>New to ATRIO Agent Training</b>	Join us for an in-person New to ATRIO agent training; where we will cover, ATRIO agent resources, ATRIO Plan Offerings, extra benefits, plus more!
<b>Product Training:</b>	Come learn our PPO local market offerings
<b>Special Needs Plans (DSNP)</b>	Learn about our Special Needs Plans and how you can assist consumers who have Medicare and Medicaid and may be eligible for this plan.
<b>Special Needs Plans Workshop (DSNP)</b>	Join us for a Special Needs Plan workshop, where we will cover Medicaid Basics (OHP), ATRIO Special Needs Plan overview, Low Income Subsidy, Selling tips and best practices plus more!
<b>Why ATRIO for Veterans:</b>	This course trains agents on how to sell Medicare Advantage plans to TRICARE for Life members and military retirees