

Agent Training



2022		June		All Times listed in PDT		
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1 9:00 - 9:30am (PDT) Why ATRIO? Oregon Only 10:00 - 11:am (PDT) AEP Readiness Series – Week 1 Intro	2	3	4
5	6	7 10:00 - 11:am (PDT) Product Training Reno Market Only	8 10:00 - 11:am (PDT) AEP Readiness Series – Week 2 Business Planning	9	10	11
12	13	14 10:00 - 11:am (PDT) Virtual Café All Markets	15 10:00 - 11:am (PDT) AEP Readiness Series – Week 3 Grassroots Marketing	16	17	18
19	20	21 11:00 - 12:pm (PDT) Supplemental Training All Markets	22 10:00 - 11:am (PDT) AEP Readiness Series – Week 4 Conducting your Event 12:30am-1:pm (PDT)Approaching Medi-Gap / Medicare Supplement Clients	23 10:00 - 11:am (PDT) SWARM Training	24 10:00 - 11:am (PDT) Medicare Agent Basics Training - All Markets	25
26	27	28 10:00 - 10:30am (PDT) Marketing to T-65 At a Glance 10:00 - 11:am (PDT) Virtual Café - All Markets	29 10:00 - 10:30am (PDT) Ideas on how to do an informal table sit 10am-11am PST AEP Readiness Series - Week 5 (By invite Only) 1:00 - 1:30pm (PDT) Approaching Medi-Gap / Medicare Supplement Clients	30		

Date	Time	Name of Training	Description of Training	Facilitator	Link to Training	Dial-In
6/1/2022	9:30 - 9:30am PST	Why ATRIO?	New Agent with ATRIO or want to learn more about who we are? Join us to learn about our plan offerings specific to the Oregon market, serving, Marion, Polk, Douglas, Jackson, Josephine and Klamath counties.	Elisa Radley	Click here to join the meeting	Dial In # 1 253 215 8782 Conf ID# 894 8927 5473 Passcode: 922041
6/1/2022	10am-11am PST	AEP Readiness Series – Week 1 Intro	Looking to grow your book of business? Interested in learning how to boost your sales by way of presentation skills? Do you have what it takes to be part of our AEP Sponsored team? If so, this training series is for YOU! This Four-week interactive training series will provide specialized topics every Wednesday in June to include: Business Planning, Grassroots Marketing, Sales Events and Presentation Skills.	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 844 0768 9424 Passcode:
6/7/2022	10am-11am PST	Product Training – Reno Market only	Come learn our PPO plan offerings for Reno and surrounding counties.	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 848 7107 5240 Passcode: 335941
6/8/2022	10am-11am PST	AEP Readiness Series – Week 2 Business Planning	This training will help you understand how to build a successful business plan that may help you set and reach your goals.	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 844 0768 9424
6/14/2022	10am-11am PST	Virtual Café – All Markets	Join us for an informal meeting where we will provide local market updates, share best practices and more!	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 833 7786 5253 Passcode: 540437
6/15/2022	10am-11am PST	AEP Readiness Series – Week 3 Grassroots Marketing	This training will help compliment your Business Planning, help identify sales opportunities with	Ana Cortez	Click here to join the meeting	

			Community Organizations, what the approach should look like, and lastly, how to maintain a strategic relationship.			
6/21/2022	11am-12pm PST	Supplemental Training - All Markets	Come learn our Supplemental Benefits that are offered on our PPO plans.	Mindy Walker	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 874 0286 1275 Passcode: 666692
6/22/2022	10am-11am PST	AEP Readiness Series – Week 4 Conducting your Event	Learn how to deliver successful events both in-person and online. Topics include, preparing for and starting your meeting; compliantly presenting ATRIO Health Plans using features and benefits, handling questions-even difficult ones; closing the meeting and additional resources available to make your meeting a success in either environment.	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 844 0768 9424 Passcode:
6/22/2022	12:30am - 1:00pm PST	Approaching Medi-Gap / Medicare Supplement Clients	What are the basics when talking about the differences. How to help them understand the costs. Reaching out to your book of business can mean retaining your clients!	Theresa Derby	Click here to join the meeting	Conf ID# 81215785297 Passcode: 114110
6/23/2022	10am-11am PST	SWARM Training	This is a special limited agent opportunity! Come SWARM with us! We will teach and SHOW you the importance of grassroots marketing, what your agent approach should look like, and how to maintain new strategic relations in our local area. (Agent space is limited. Please RSVP)	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 856 4321 7270 Passcode: 513773
6/24/2022	10am-11am PST	Medicare Agent Basics Training - All Markets	Learn business tips from Medicare 101, what you should carry in your briefcase, the importance of business planning and building strategic relationships.	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 831 4503 5335 Passcode:

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6/28/2022	10am-10:30am PST	Marketing to T-65 At a Glance	Why choose a Medicare Advantage plan? Help your clients understand the advantages of a Medicare Advantage	Toni McMillan	Click here to join the meeting	Conf ID# 830 4412 3797
6/28/2022	10am-11am PST	Virtual Café - All Markets	Join us for an informal meeting where we will provide local market updates, share best practices and more!	Ana Cortez	Click here to join the meeting	Dial In # 1 669 900 6833 Conf ID# 833 7786 5253 Passcode: 540437
6/29/2022	1pm-1:30pm PST	Approaching Medi-Gap / Medicare Supplement Clients	What are the basics when talking about the differences? How to help them understand the costs. Reaching out to your book of business can mean retaining your clients!	Theresa Derby	Click here to join the meeting	Dial In # Conf ID# 836 8245 1825 Passcode: 450701
6/29/2022	10am-10:30am PST	Ideas on how to do an informal table sit	We will have an open conversation on how to do an informal table sit in a doctor's office or a community center.	Toni McMillian	Click here to join the meeting	Dial In # Conf ID# 839 5072 3738 Passcode:
6/29/2022	10am-11am PST	AEP Readiness Series – Week 5 Invite Only	Agents who have successfully completed the AEP Readiness will invited to participate on our AEP Formal Presentations Team. With an opportunity to be part of our AEP Sponsored Team - to include marketing and venue assistance.	Ana Cortez	By invite only	Dial In # +1 669 900 6833