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Medicare Advantage Bulletin

Effective July 1, 2008, Oklahoma Administrative Code [365:25-3-18](#) will require pre-licensing and continuing education for applicants and producers who sell, solicit, or negotiate Medicare Advantage or Medicare Private Fee for Service products and plans.

New applicants who intend to sell, solicit, or negotiate Medicare Advantage or Medicare Private Fee for Service products and plans must complete not less than eight (8) hours of pre-licensing education relating to Medicare Advantage or Medicare Private Fee for Service plans. This is in **addition** to the pre-licensing education requirements as set forth in 36 O.S. § 1435.7 & 36 O.S. § 1435.7A of the Insurance Code as well as applicable Oklahoma Administrative Code provisions.

An applicant who indicates on their application they do not intend to sell Medicare Advantage and PFFS plans or products, obtains a license, and then begins to sell the products without first taking the 8 hour course would be in violation of rule 365:25-3-18.

Producers who sell, solicit, or negotiate Medicare Advantage or Medicare Private Fee for Service products and plans **must** biennially complete not less than eight (8) hours of continuing education relating to Medicare Advantage or Medicare Private Fee for Service products and plans in **addition** to the 16 hours of continuing education required by 36 O.S. § 1435.29.

Producers who have not, will not or shall no longer, sell, solicit or negotiate Medicare Advantage or Medicare Private Fee for Service products and plans are exempt from this requirement.

A list of Pre-Licensing and Continuing Education providers and courses will be available via the Oklahoma Insurance Department website <http://www.ok.gov/oid>.

New Applicants Intending to Sell, Solicit, or Negotiate Medicare Advantage or Medicare Private Fee for Service Products and Plans:

Pre-licensing providers and courses will not become available until September 2008. While a new applicant may become licensed during this period, said producers must still take the required 8 hours of pre-licensing education before selling, soliciting or negotiating such plans. We apologize for any inconvenience this may cause while our education providers develop and implement their courses.

Renewal Grace Periods for Medicare Plan Producers

Due to the current limited availability of continuing education providers and courses currently being offered for this new 8 hour continuing education requirement:

- Producers with a renewal date set for July 31, 2008, and who sell Medicare Advantage or Medicare PFFS plans will have until October 30, 2008, to obtain the required hours before being considered “late” and incurring the double renewal fee so long as they have met the original 16 hour continuing education requirement as set forth by 36 O.S. § 1435.29, prior to August 1, 2008.
- Producers with a renewal date set for August 31, 2008, and who sell Medicare Advantage or Medicare PFFS plans will have until October 30, 2008, to obtain the required hours before being considered “late” and incurring the double renewal fee so long as they have met the original 16 hour continuing education requirement as set forth by 36 O.S. § 1435.29, prior to September 1, 2008.