



Pre-AEP Checklist for Agents

- 1 Complete AHIP**
Late June - July 2022
Complete AHIP certification as soon as possible. For more information see NCC's 2023 [AHIP Certification Central](#).
- 2 Create a Marketing and Lead Generation Plan**
Late June 2022 - August 2022
Target your marketing to a specific geographic area or demographic for new [leads](#) and determine an effective way to contact your current book of business. Choose your targets wisely based upon the first looks.
- 3 Familiarize Yourself With 2023 Plans**
July 2022
Learn about new plans and updates using NCC's Medicare Advantage First Looks 2023.
- 4 Complete Company and Product Specific Certifications**
July 2022
Visit our [2023 AHIP Certification Central](#) or contact your marketer for information on each company's specific certification requirements .
- 5 Order Supplies**
August - September 2022
Based on your marketing and lead generation plan, order supplies through carriers and other companies that provide material. Visit NCC's website for [carrier-specific supply order links](#).
- 6 Learn About E-App Platforms**
September - October 14th, 2022
Contact your marketer to get set up with NCC's online [Enrollment Central](#) platform and familiarize yourself with company specific e-apps.

