

Broker Lifecycle Map



COMPLETE CONTRACT

Complete a contract within Agent Workflow! You can request a contracting link or receive an invitation from an existing hierarchy agent.

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COMPLETE CERTIFICATIONS

You must complete Annual Certification Training and AHIP with a passing score to become Active/Certified.

APPLICATION IS APPROVED!

Use Agent Connect, our self-service portal, to track application status.

READY TO SELL!

Once you have completed all requirements, you will receive your Ready to Sell email!

ORDER MATERIALS

Use Custom Point, our self-service materials portal, to order materials as you need them!

SUBMIT NEW APPLICATIONS

Use one of our many application methods to bring new business to Wellcare!

MAINTAIN MEMBERSHIP

Maintain your Book of Business to receive renewals for the life of the policy!

COMMISSIONS ISSUED

Once the application has been approved, commissions will be issued directly to you or your elected Assignment of Commissions.