

2023

March

All times listed in PST



MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
27	28	01	02	03 9am: Marketing through OEP Click here to join meeting
06	07 9am: Special Needs Plan (DSNP) - OR Market Only Click here to join meeting 10am: Product Training - NV Market Only Click here to join meeting	08 9am: Grassroots Marketing Click here to join meeting	09	10
13 10am: Low Income Subsidy (LIS) Click here to join meeting	14 9am: Why ATRIO for Veterans Click here to join meeting	15 10am: Enrollment and Election Periods Click here to join meeting 2pm: Special Needs Plans (DSNP) Marion/Polk Counties Only Click here to join meeting	16 10am: EvolveNXT Click here to join meeting	17
20	21 1pm: Product Training - Douglas OR Market Only Click here to join meeting 2pm: ATRIO 2023 Extra Benefits - OR Market Only Click here to join meeting	22 11am: Product Training - Klamath County Only Click here to join meeting	23	24
27	28	29	30	31
03	04	Notes:		

Course Description



Topic	Description
ATRIO Extra Benefit Training:	Learn about ATRIO Extra Benefits and vendor partners
Enrollment and Election Periods:	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
EvolveNXT:	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.
Grassroots Marketing (SWARM):	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.
Low Income Subsidy (LIS):	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.
Marketing through OEP:	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.
Product Training:	Come learn our PPO local market offerings
Special Needs Plans (DSNP)	Learn about our Special Needs Plans and how you can assist consumers who have Medicare and Medicaid and may be eligible for this plan.
Why ATRIO for Veterans:	This course trains agents on how to sell Medicare Advantage plans to TRICARE for Life members and military retirees