

2026 Medicare Product Certification Now Available

The 2026 Blue Cross and Blue Shield of Minnesota (Blue Cross) Medicare product certification is now available via Pinpoint Global, which is the Blue Cross' training platform.

The Centers for Medicare & Medicaid Services (CMS) requires Blue Cross and all other Medicare plan sponsors to provide annual training and knowledge testing specific to Medicare program rules, regulations, marketing, and sales practices, as well as product-specific training.

THE TRAINING REQUIREMENT INCLUDES TWO COMPONENTS:

1. Medicare + Fraud, Waste, and Abuse training
2. Carrier-specific Medicare product training

All agents who intend to sell or service Medicare plans for the 2026 plan year must successfully complete both parts to be considered Medicare certified.

Blue Cross agents have **two options** available to them to fulfill both components of the 2026 Medicare certification requirements.

Option One: best suited for agents who market and sell for **multiple carriers**.

1. Complete 2026 AHIP Medicare + Fraud, Waste, and Abuse AND
2. Complete Blue Cross 2026 Medicare Product training

AHIP Medicare + Fraud, Waste, and Abuse training is widely accepted to meet the Medicare Basics training requirements. Blue Cross also accepts Medicare core training offered by NABIP. Agents electing this option are required to pay for the AHIP or NABIP core training; there is no additional cost for the Blue Cross Medicare product training modules.

AHIP provides a discounted rate (\$125) to Blue Cross agents who use the following link <https://www.ahipmedicaretraining.com/clients/bcbssmn>

When completing the 2026 Blue Cross product courses in the Pinpoint Global training site, you will be asked to upload your 2026 AHIP or NABIP completion certificate to bypass the Pinpoint Medicare Core training.

SCROLL FOR OPTION TWO AND TO CONTINUE READING

Option Two: best suited for agents who **only** market and sell Blue Cross Medicare products.

1. Complete Blue Cross 2026 Pinpoint Medicare Core training AND
2. Complete Blue Cross 2026 Medicare Product training

Agents electing this option are required to pay \$99.95 for the 2026 Pinpoint Medicare Core training; there is no additional cost for the Blue Cross 2026 Medicare product training.

Blue Cross Medicare Certification Training Site

You can access the Pinpoint Global online training center via this link

<https://bcbsofminnesota.pinpointglobal.com/Apps/Medicare/default.aspx>

Certification Deadline is September 30, 2025

Agents who are renewing their Medicare certification must complete the training by September 30, 2025, to service and sell for the upcoming 2026 product year. Training must be completed annually to continue receiving compensation on an existing Medicare book of business.

Agents who are planning to retire or choose not to recertify must notify Blue Cross of their intentions by September 23, 2025. Please indicate who the business should be transferred to and/or the name of an appointed and certified agent who will be managing the Medicare book of business during AEP. Email these requests to ChannelContracting@bluecrossmn.com.

In the event the agent does not submit a transfer request to Blue Cross, all Medicare contracts assigned to the agent will be transferred per the terms of their Blue Cross agency or agent agreement, effective October 15, 2025.

If you have questions regarding this notice, please contact your Medicare Sales Lead or email GovtProgSalesOversight@bluecrossmn.com.