



# **AHIP – HOSTING THE LTCP BLENDED LEARNING PROGRAM**

## **I. OVERVIEW**

### **HOW CHAPTERS BENEFIT**

- Provides members with excellent training in Long Term Care
- Provides chapters with new revenue generator

### **HOW MEMBERS BENEFIT**

- Shows high level of knowledge, professionalism, and ethics
- Consumers will prefer to work with credentialed agents
- Completion of 25% of LTCP designation
- Earn CE credits (in most states)

## II. AGENDA – TIMED OUTLINE

Topic	Minutes
<b>LTCP PRODUCT COURSE</b>	
Welcome/logistics	20
Evolution of LTCI:	15
HIPAA:	20
Benefit Payment Models:	20
LTC Services and Providers:	50
Policy Provisions:	35
Group LTCI:	35
Public-Private Partnership Programs	15
Other LTC Financing Products (Hybrid products & Pension Protection Act)	30
<b><u>NEW</u> - MARKETING AGENDA</b>	
Current Topics Update – Medicare and Medicaid	30
Class Act	20
LTC Insurance As A Planning Issue	30

*Total time: 6:00 hours (360 minutes – includes breaks)*

*Note – A lunch break should be provided after approximately four hours.*

### **III. TURNKEY PACKAGE – LEADERS GUIDE**

**EMAIL NO. 1 – BECOMING A CERTIFIED TRAINER**

**E-MAIL NO. 2 - INFORMATION PACKAGE**

- Application to Schedule Review Course

**E-MAIL NO. 3 – GETTING STARTED**

- Sequence of Events For LTCP Certified Trainers

- Agenda For Conversation With Hosts

**E-MAIL NO. 4 – PUBLICITY KIT**

**E-MAIL NO 5 – WORKSHOP COORDINATION KIT**

**E-MAIL NO. 6 - LEADERS GUIDE & POWERPOINTS**

**E-MAIL NO. 7 - PARTICIPANTS BINDER**

**E-MAIL NO. 8 – OPTIONAL HANDOUTS**

**E-MAIL NO. 9 – WORKSHOP REIMBURSEMENT KIT**

## IV. COURSE PRICING FOR LTCP BLENDED LEARNING PROGRAM

CLASS	TUITION COSTS
<b>LIVE WORKSHOP*</b>	\$300
<b>LIVE WORKSHOP – INCOME TO LOCAL ASSOCIATION</b>	\$50 per student
<b>ON-LINE COURSES</b>	<p>Student will need to take 3 on-line courses. For the cost of the 4<sup>th</sup> course, AHIP will provide a discount of \$60 if student enrolls within one year of taking the live workshop)</p> <p style="text-align: center;">\$160 - each on-line course (without discount explained above)</p> <p style="text-align: center;">Cost for the 3 on-line courses with the above discount</p> <p style="text-align: center;">\$420</p>
<b><u>TOTAL TUITION</u></b>	\$720 for all 4 courses

*\*May want to increase the tuition costs to cover cost of Participant Binders (\$7 each), additional tuition for non-association members and any other expenses incurred. Need to get approval from AHIP for the tuition increase.*

**THE TUITION WILL BE DIVIDED INTO FOUR PAYMENTS.  
EACH COURSE WILL BE PURCHASED SEPARATELY.**