



Video Coming Soon  
Screenshots and Script Below

Welcome to the Humana MarketPoint University site tour! It is your one-stop solution for *ALL* of your agent training needs! Humana MarketPoint University contains many different kinds of training resources you can use, from online courses to quick job aids as well as videos and presentations.

First, let's start with Certifications & Courses! If you have a required training to complete, such as a certification, you can access it from either the homepage View button or the Certifications and Courses page.

The screenshot shows the homepage with a green navigation bar. A green box labeled "Open Certifications from here:" has two arrows pointing to the "View →" button in the "Required Training to Complete" banner and the "View All →" button in the "Certifications and Courses" card.

**Required Training to Complete:** 2021 State Farm Agent Initial Certification Training [View →](#)

**Social Media Pilot**

Sales agents are now able to post Humana-approved content to their Facebook Business Pages through the Marketing Resource Center! Social media can be a powerful tool to help you connect with your community. Learn what you need to do to get started!

**Certifications and Courses**  
Find required certification, recertification, mandatory & optional training enrollments here.  
[View All →](#)

**Events Calendar**  
View & sign up for the latest webinars from the official MarketPoint Learning & Development team.  
[View All →](#)

**Completed Training**  
View, save or print your certificates of completion for full certifications & other required training.  
[View All →](#)

Home Favorites Site Tour

Once a Required Training or Course is 100% complete it will show up on the Completed Training page as well as its applicable certificate.

The screenshot shows the "Completed Training & Certifications" page. A green box labeled "View your Certification" has an arrow pointing to the "View →" button in the "Required Training & Certifications" table. Another green box labeled "View other courses from search, leader assigned, or admin assigned." has an arrow pointing to the "Launch →" button in the "Other Enrolled Courses" table.

**Required Training & Certifications**

Title	Due	Details	View
2021 State Farm Agent Initial Certification Training	06/18/2021	<a href="#">Details →</a>	<a href="#">View →</a>

**Other Enrolled Courses**

Title	Enrolled By	Details	Launch
Medicare Compliance		<a href="#">Details →</a>	<a href="#">Launch →</a>
Conducting a NEADS Analysis the Humana Way - for Field Agents		<a href="#">Details →</a>	<a href="#">Launch →</a>

Home Favorites Site Tour

If you need to close a course before fully completing, it is easy to access it again from the Courses in Progress page. Don't forget! Once you are in a course you can review its entire outline, a summary overview of the course itself, and download resources for later review.

The screenshot shows the "Completed Courses" page with a green navigation bar. The "Completed Courses" button is highlighted with a green box.

**Completed Courses** [Completed Individual Content →](#)

**Completed Certifications & Required Training**

Agent Online Application (AOA) 04/15/2020 [Details →](#) [View Certificate →](#)

**Retrieve your certificates**

**Completed Courses**

	Title	Completed	Details	Certificate	Review Course
	KMx X-Perience	03/03/2020	<a href="#">Details →</a>	<a href="#">View Certificate →</a>	<a href="#">Review →</a>

If you need to close a course before fully completing, it is easy to access it again from the Courses in Progress page. Don't forget! Once you are in a course you can review its entire outline, a summary overview of the course itself, and download resources for later review.

Search for job aids, videos, courses and more

**Courses In Progress**

Title	Last Viewed	Details	Launch
Working with Seniors in the Field		<a href="#">Details →</a>	<a href="#">Launch →</a>
Digital Marketing Materials	Not Viewed	<a href="#">Details →</a>	<a href="#">Launch →</a>
Foundamentals of Chronic Condition Shared Needs Plans (C-SND)	03/06/2020	<a href="#">Details →</a>	<a href="#">Launch →</a>

**Continue the courses you have not finished.**

Need something fast? Just search! You can filter down to formats that you prefer. Curious what training subjects are available? Browse through topics and subtopics that meet your preferences. You can filter by subtopics and formats on the left panel.

Search for job aids, videos, courses and more

8 Results for: **Social Media**

**Format:**

- ☐ Course
- ☐ Document
- ☐ Video
- ☐ Module
- ☐ Web Page
- ☐ Live Event

**MRC Social Media Pilot**

This course is required to participate in Humana's MRC Social Media Pilot. Two business days after completion of this course, you will be granted the ability to post Humana-approved content to your Facebook business page from the MRC. Click Enroll to get started!

**Format:** course

[Details →](#) [Enroll →](#)

**Humana Social Media Job Aid**

The purpose of this Job Aid is to provide guidance to agents on how to respond when consumers post comments on their social media accounts. CPL-AP-027

**Format:** document

[Details →](#) [Launch →](#)

**Filter your results**

**Launch your content or courses**

Welcome, Agent Type: *Telesales*

Home →

**My Learning**

- Certifications & Courses →
- Completed Training →
- Courses in Progress →
- Favorites →
- Recently Viewed →

**Events Calendar →**

**Topics →**

**More**

- Help →
- Site Tour →

**close menu**

**TOPICS**

View All Topics →

**Compliance →**

- Agent Oversight →
- Allegations (Section A) →
- HIPAA →
- Market and Enrollment →
- Scope of Appointment (SOA) →
- Selling Requirements →

**Enrollment Tools →**

- Agent Work Bench (AWB) →
- CANVAS →

**Choose a topic or subtopic to browse pregroupped subjects**

Search for job aids, videos, courses and more

Topic: **Compliance**

**Subtopic:**

- ☒ Agent Oversight
- ☐ Allegations (Section A)
- ☐ HIPAA
- ☐ Market and Enrollment
- ☐ Scope of Appointment (SOA)
- ☐ Selling Requirements

**Cross Selling Decision Grid**

This job aid will provide information on what products can and cannot be discussed at each time. CPL-AP-027

**Format:** document

[Details →](#) [Launch →](#)

Finally, check out what live events such as webinars and classes are available on the Events Calendar. You can view the events in Week, Month or List modes. You can even search for an event! Simply select an event to view the details and register.

Thanks so much for taking the tour with us. If you need further support, check out the [Help](#) page from the main Menu.

[Home](#)

## Certification & Courses

Completed Training

### Recently Viewed

## Events Calendar

## Topics

[Browser Checker](#)

[About Us](#)[Log Out](#)