

# Agent 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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## READY TO SELL!

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

## COMPLETE CERTIFICATIONS

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

## ORDER MATERIALS

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

## APPLICATION IS APPROVED!

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

## 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.