2025 Connecture DRX User Training Guide

Broker Agent User: https://molina2.destinationrx.com/PC/Agent Field/Telesales Agent https://molinaam3.destinationrx.com/PC/Agent User:



10/16/2024

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Dashboard





Dashboard

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Upon logging into ConnectureDRX you will be routed to the Dashboard page.

The Dashboard page will display any scheduled follow up Tasks related to Enrollments, Quotes, and SOA's.





Dashboard - Tasks

Upon electronically sending the beneficiary a SOA or a Quote you will see a pop-up window to crate a follow up Task that will be displayed in your Dashboard.

You can adjust the Due Date an add specific notes.

Send quote	>
We've successfully sent the quote to JOHNNY SMITH	н
Authorization code: J2T7X4X2	
View JOHNNY SMITH 's profile >	
Create a task to follow up with the beneficiary * Due date	
03/08/2024 🗰	
Follow up on quote	
Add tas	sk

You can complete the task within the Beneficiary Profile. You will find the Tasks section on the righthand section of the profile. Click on the box to complete and remove from your Dashboard view.





Dashboard - Reports

MOLINA [®] HEALTHCARE	 □ Print ⊕ English ♥ J Contact us testagent ♥ 2 Dashboard ♥ Plans Q Search ♥ □ New profile ♥ =
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				Repo	rts	
Be av	ware that reports may con	ntain Protected	Health Information (PH	HI) and should be ha	ndled appropriately.	
* Subm	itted date range			* 1	Туре	
From	08/25/2024	 То	09/24/2024	#	~	
	Date range must be 3	1 days or less.			Enrollment HRA SOA	Run report

Within the Dashboard page you have the option to run **Reports**.

The Reports function allows you view your Beneficiary Profiles associated with Enrollments or SOAs.

Select a **Date Range** for your search and then select **Type**.

If Enrollment is selected for Type, you will see another field appear for Enrollment type, the only option available will be Medicare.





Dashboard - Agent Training Materials

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Dashboard			
Litt Reports	Agent training materials		
Documents	Videos		
(New) Digital Pharmacy and More	(New) Digital Pharmacy Search		
(New) Medicare and Medicaid Eligibility Checks	(New) Medicare and Medicaid Eligibility Checks		
(New) Multi-Plan Year View (New) Value-Based Care	(New) Multi-Plan Year View (New) Updates Supporting 2024 CMS Guidelines		
(New) Voice Signature (SOA and Enrollment)	(New) Value Based Care		
Adding Preferences via Guided Help	(New) Voice Signature (Scope of Appointment & Enrollment)		

Agent Training Materials are available within the Dashboard page.

These Documents and Videos are generic ConnectureDRX material.

Please keep in mind that the layout, options and features on these materials may look different to what Molina's access looks like.





Beneficiary Profile

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Beneficiary Profile - Search

	Search benefici	aries
First name	Last name	Date of birth Phone number
Email address	Confirmation number	мві
Agent username		
	OR	

Before creating a new Beneficiary Profile, you should search to verify if there is an existing profile for that beneficiary that you can continue to work on.

You will only have visibility of profiles you've created

Click **Search** from the right horizonal navigation bar.

- You can search by any of the fields listed
- It is best practice to search by First Name and Last Name to identify best matches.



Beneficiary Profile - Search

Search results will display existing profiles based on search criteria.

You can continue to work off an existing profile whether it's in **Applicant** or **Registrant** status.

<u>test Test</u> 123 Champions Vw San Antonio , TX 78258	(210) 000-0000	Applicant	testagent testagent CNX_testagent	Updated 09/08/2023
<mark>24 Test</mark> 1111 Branch Spg San Antonio , TX 78258	test@test.com (210) 010-0000	Registrant	testagent testagent CNX_testagent	Updated 09/15/2023

Profile Status	Description
Registrant	Profile Created
Applicant	Application started or Submitted





Beneficiary Profile

The Beneficiary Profile allows you to:

• View

-Beneficiary Personal Information -Quotes and SOAs sent

-Enrollment History – including Enrollment Confirmation Number (click on More details to expand section and view Confirmation number)

• Check Medicare and Medicaid Eligibility

Quote history	
Quote sent 10/05/2022 8:46 a JAN E@MOLINAHEAL	m PST to 2023 THCARE.COM
Molina Medicare Choice Care Sele Plan type MAPD Authorization code: TKPRKKPE	ct (HMO) Please review this quote at your earliest convenience. Let me know if you have any
Enrollment History	
Molina Medicare Complete Ca (HMO D-SNP)	are Submitted 04/20/2023 5:41 am PST
Medicare Advantage Prescription Drug Plan 2023	Total monthly plan premium Source Stress Str
	Click More Details to view App Conf # More details ^
Enrollment confirmation A667 number	712392311671M

MBI	date	date
<u>Shov</u>	Month 🗸 Year 🗸	Month 🗸 Year 🗸
	Add/Edit subsidy 💙	
Check eligiblity		
Check State Medicaid elig	ibility	
This beneficiary's state is r	not eligible for a State Medicaid level	check.
Medicaid ID		



Beneficiary Profile - Eligibility

To run eligibility Full Name, DOB, and state information must be included in profile.

Medicare Eligibility is available for all markets. Enter full MBI and Part A/Part B effective dates. Once that information is documented, click on **Check Eligibility**.

You should expect to see a **Success** message back if Medicare benefits are active.

You many see a May be eligible for DSNP message if beneficiary is identified by Medicare to have some level of Medicaid assistance.

Medicaid Eligibility is available in all markets except for California, New Mexico, Nebraska, Utah.

Once Medicare eligibility if verified the Medicaid ID field will be enabled.

Enter Medicaid ID and click **Check State Medicaid eligibility**. You will first see a **Pending** message appear, wait about 30-60 seconds then refresh your page to see the Medicaid Code result.





You will also find the Extra Help and Medicaid Code information in the Guided Help section one you are in the Plan Options page.





Beneficiary Profile

Selecting the beneficiary profile allows the agent to view *(cont.)*:

- Agent of Record *Reassignment does not happen on Connecture.*
- Collected SOAs
- Notes
- PDF attachments
- Tasks
- Call Recording *Recording will only populate if recorded on Connecture*

*Note: Agent of Record changes go through the <u>Broker Support Unit</u>

IT testagent testagent	
Reassign agent of record	
ioa	
Email sent to	1.100000
sstigitest.com on 09/19/2023	Call recording initiated with (509) 295-1248
lotor	Created 03/23/2023
NOLES	Call recording initiated
reated 09/19/2023	with (509) 295-1248 - Cordon Hill
OA sent to (210) 010-0000. testagent testagent	Created 03/23/2023
reated 09/19/2023	SOA sent to (509) 295- 1248.
0.4 sent to (710)-010-0000	- Gordon Hill Created 03/23/2023
testagent testagent	O Add no
Add note	
- acles	Tasks
dono	You have no tasks for th
Follow up on Scope of	profile
ppointment	
testagent testagent	
ue 09/22/2023	
Pollow up on Scope of	
testagent testagent	
ue 09/22/2023	
Follow up on quote	
testagent testagent.	
C Add task	



Beneficiary Profile - New Profile

If an established profile for the member does not populate Click create a new profile from the search results window. Then proceed to fill out the beneficiary profile.

MOLINA [®] HEALTHCARE	 Print ● Print ● English ✓ Contact us testagent ✓ Dashboard ● Plans Q Search Q Search ■ New profile
Sear	ch beneficiaries
There are no results for the profile you see	arched, but you may create a new profile with that information.
	Or search again

Note: A profile can also be added by clicking New Profile on the navigational bar.

'ZIP code			You have no SOAs for this profile
* First name	* Last name	Date of birth	Notes
Email address	Primary phone number	Mobile phone number	profile
		Same as primary	O Add note
Home address Your Address; if not address type homeless.	Address 2		Tasks You have no tasks for this profile
city	State		• Add task
	3		
Sales information Is the sales contact different f beneficiary? Yes	rom the No	Save	
Sales information Is the sales contact different f beneficiary? Yes	rom the No Hospital (Part A) effective date	Save Medical (Part B) effective date	





What are alternate methods of contact?

Valid Cell/Mobile Phone

Text message/SMS Opt in

 $\bullet \bullet \bullet$

Valid Email address

) Email address Opt in



Why is it important?





How do UTC rates impact Sales?

Disenrollment Rates

High UTC rates are linked to member's overall dissatisfaction & disenrollment rates.

How do UTC rates impact Molina?



Call Recording

Call Recording

If an agent cannot physically meet with the beneficiary a Call Recording option is available. All sales calls with beneficiaries or their caregivers are to be recorded in their entirety, including enrollment.

Note: Captive Field and Telesales Agents will continue to use Genesys Telephony system as their primary recording platform.

Start call recording at beginning of sales presentation.

- Click on Start Call Recording
- A pop-up box will populate.
- Select the number and click call beneficiary.
- Prospect will hear recorded message upon receiving call "This call may be recorded for quality and training purposes, press 1 if you agree for the call to be recorded. Otherwise please hang up."
- Click Continue to minimize recording window

Record your call	×
Start a recording for test test	
To start a call recording, confirm that the phone number from the profile is populated in the phone input Instruct beneficiary to consent to call in order to speak with an agent. Your phone number will display as: (866) 716-5460	
Call the beneficiary	
You may update the phone number in the <u>beneficiary's profile.</u>	
O Primary phone number: (123) 456-7890	
Mobile phone number: (210) 400-5756	
Call beneficiary	
Call in progress 🔀 End call 00:07	
Cancel	le
	1

Call Recording - TPMO Disclaimer

Applicable to: Third Party Marketing Organizations

Individuals representing Third Party Marketing Organizations are required to disclose below disclaimer on all Telephonic Sales Presentation and Enrollments. This disclaimer must be verbalized within the first minute of the call. The disclaimer cannot be at the end with all the other enrollment disclaimers.

For TPMOs that don't sell for all of the MA organizations or Part D sponsors in a service area: "We do not offer every plan available in your area. Currently we represent [insert number of organizations] organizations which offer [insert number of plans] products in your area. Please contact Medicare.gov, 1-800-MEDICARE, or your local State Health Insurance Program (SHIP) to get information on all of your options."

For TPMOs that sell for all MA organizations or Part D sponsors in a service area: "Currently we represent [insert number of organizations] organizations which offer [insert number of plans] products in your area. You can always contact Medicare.gov, 1-800-MEDICARE, or your local State Health Insurance Program for help with plan choices."

Call Recording - Required Disclaimers

Applicable to:

All Medicare Sales Agents/Brokers

Medicare, Benefits Disclaimer & SOA are required on every Telephonic sales presentation and enrollment calls. They must be disclosed before going into plan details. These disclaimers are applicable to both internal & external sales agents.

HIPAA Verification: Verify any 3 of the following parameters prior to releasing any PHI (Full Name, DOB, Phone Number, Full Address, Medicaid ID, Medicare ID, Molina Member ID, SSN)

Medicare Disclaimer: This call is recorded for quality assurance purposes. You are not required to provide any health-related information unless it will be used to determine eligibility for enrollment into a Health Plan. I'm going to continue now if that's all right. May I continue?

Benefits Disclaimer: Benefits, premiums and/or copayments / coinsurance may change <2025 or Next Year>. To continue to qualify for Medicare Advantage, you must continue to pay your Medicare Part B premium in addition to any other premiums or penalties associated with your coverage. Plans with a Part B buy down reduce your Part B premium costs.

Scope of Appointment (SOA): Before we proceed, I want to let you know that [Molina Healthcare] [Passport] [Senior Whole Health [of NY]] offers Medicare Part C plans. There is no obligation to enroll in our plans, and this phone call will not affect your current or future enrollment, or automatically enroll you in a Medicare plan. Do you confirm and understand what was just read to you? **Determine Medicaid Status:** We will check your Medicaid eligibility to see if you qualify for a dual eligible special needs plan. Your ability to enroll will be based on verification that you are entitled to both Medicare and Medicaid.

Provider Network: We will check our provider directory to make sure the doctors you see are in the network. We do not cover services by out-of-network providers. However, you do not need to use a network provider in emergency or urgent situations.

Continuity of Care (If Applicable): Molina Medicare will attempt to work with your non-contracted doctor to bring them into the Molina Medicare network within the 90-day Continuity of Care time period. If your doctor does not agree to the Continuity of Care terms, or agree to become part of the Molina Medicare network, you will be transitioned to a different Molina contracted Doctor. Do you agree to move forward with enrollment knowing access to this doctor is not guaranteed?

You will receive your Member ID CARD with a different primary doctor listed. On the first of the month you are effective you will contact Member Services and request continuity of care for this/these doctor(s).

Call Recording - Telephonic Sales Presentation & Enrollment

Telephonic Enrollments must meet scripting requirements. All Telephonic Enrollment scripting must be followed and verbalized verbatim in its entirety.

The Telephonic Enrollment scripting will appear in the enrollment application of DRX Connecture. You should start reading all scripting and fields out loud to beneficiary starting in Section 1-Contact Info. The scripting begins right below the call out "Fields marked with an..." and continues until Section 5-Ageement & Signature disclaimers.

Call Guide & Telephonic Enrollment Scripts document can also be found: Internal Field & Telesales – <u>Connecture DRX Training Spot</u>

External Brokers - Molina Agent Center > Resources > Agent Tool Kits > 2025 Medicare Enrollment Call Scripts <u>English</u> & <u>Spanish</u>

Note: if Beneficiary Profile is not created prior to enrollment, the script will not be personalized. Mailing Address Mr/Mrs [[*ApplicantLastName]], Do you have a mailing address that is different than your permanent residence address?

Scope of Appointments (SOAs)

Scope of Appointments

After establishing and reviewing the beneficiary profile, click on Continue to SOA at the bottom of the beneficiary profile.

<u>Previous</u> <u>Click Here for Guided Help</u> > Continue	e to SOA Exit Guided Help
The SOA can be collected several ways.	Scope of Appointment (SOA) is needed for all sales appointments and required 48-hours in advance with limited exceptions. Submit the SOA once you have received it from the beneficiary.
EmailText	You have no SOAs for this profile <u>Complete SOA form in-person</u> B Print consumer form & Upload
In-PersonPrint SOA form/ Upload SOA form	Email address Email SOA Phone number
	(123) 123-1254 Text SOA

Scope of Appointments - Email or Text

Using the email and text message method is simple.

• Email or text the SOA request to the member.

Here you see examples of what the beneficiary receives upon sending the SOA to them via email or text.

Hi test,

I am looking forward to meeting with you...

Please fill out the Scope of Appointment online form. Be sure to select the Medicare health plan options that you are interested in discussing during our visit. It's important that you complete the form prior to our visit since it is required by the Centers for Medicare and Medicaid Services.

> Complete "Scope of Appointment" form

Complete your Scope of Appointment from Molina Healthcare: https://my.destinationrx.com/hub/s/ M1SR87LA

Scope of Appointments - Email or Text

Thank you, your scope of appointment has been submitted. Please close your browser. Your broker will get in touch with you soon.

We'll discuss:

 Medicare Advantage Plans Part C and Cost Plans

Make sure you have the following for our meeting:

- Medicare card
- All medications
- List of all your current physicians along with their phone numbers and addresses

Sample Medicare card you will need for the meeting with your broker. CMS Pending Approval

When member has completed the email or Text SOA, a Thank You message will appear.

Completed by test test on 09/19/2023 • Medicare Advantage Plans Part C and Cost Plans

Complete form

The Agent will be alerted via email that the Customer has completed the SOA. The agent must go back to the Beneficiary Profile to complete the Agent Section of SOA.

Scope of Appointments - Complete SOA form

Fill out the SOA as detailed as possible and submit form.

- For Initial Method of Contact Type One of the Following:
 - In-person
 - Outbound Call
 - Inbound Call
 - Email
 - Text Message
 - Group Event
- Use the free form text box to explain why the SOA was not documented 48 hours prior to the meeting, if applicable.
- Type the plans reviewed during meeting.
- Sign the SOA using the signature box and submit.

scope of Appointment form	needs to be completed and submitted for all scheduled appointments leven for no-	
snows, cancelled appointme	nta, or cruse tridt do not result in a salej.	
Agent First Magnet		
Agent First Name*		
Jenna Agent Lost Nomet		
Agent Last Name		
Flores		
Agent Phone		
Please enter your 10 digit ph	and number with no hundran or macos (or	
Initial Method of Contact*	one number with no hypnen of spaces (e.g., 2125551212).	
If the SOA form was signed b	y the beneficiary at time of appointment, provide explanation why SOA was not	
documented prior to the me	eting.	
1		
Plan(s) represented during this	meeting.*	
Plan(s) represented during this	meeting:*	
Plan(s) represented during this	meeting:*	
Plan(s) represented during this	meeting:*	
Plan(s) represented during this Date Appointment Completed*	meeting:*	
Plan(s) represented during this Date Appointment Completed*	meeting.*	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 Dychecking this	meeting:*	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 By checking this signature on the 5x	meeting: box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 * By checking this signature on the So	meeting;* s box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 * By checking this signature on the Sc	meeting:*	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 *	meeting:* s box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 By checking this signature on the Sc	meeting:* s box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	
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Plan(s) represented during this Date Appointment Completed* 09/20/2023 * By checking this signature on the So	meeting:*	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 By checking this signature on the So	meeting:* s box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	
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Plan(s) represented during this Date Appointment Completed* 09/20/2023 * By checking this signature on the Se	meeting:* s box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 *	meeting: s box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	
Plan(s) represented during this Date Appointment Completed* 09/20/2023 By checking this signature on the So	meeting: s box, I confirm the information represented here is true and accurate. I authorize my cope of Appointment form using this information.	

Scope of Appointments - Complete SOA form

Once the SOA is completed, a confirmation will populate. It is very important for agents to look for the Confirmation to ensure an SOA was submitted correctly to Connecture.

SOAs		
Completed on 09/20/2023 Confirmation #68076BKDWA	Medicare Advantage Plans Part C and Cost Plans	<u>∎ View</u>

For Internal Agents: add the date and time SOA was captured on the lead or opportunity record in Salesforce.

Scope of Appointments - Call Recorded SOA

External Brokers can save a recorded Scope of Appointment in the Beneficiary Profile. The SOA scripting will appear at the top of the Profile window when the Personal Information is saved.

	Sc Agent: Before we proceed, I want to [Senior Whole Health] [Senior obligation to enroll in our plans, an enroll you in a Medicare plan. Do	Profile cope of Appointment (SOA) Scripting (REQUIRED) o let you know that [Molina Healthcare] [Passport by Mo or Whole Health of New York] offers Medicare Part C plan and this phone call will not affect your current or future enrollment you confirm and understand what was just read to you?	Start call re Start call re blina Health ns. There is n nt, or automa	ecording.	
Once call is connected	d with beneficiary, click	Record your call		Notes	
Continue to minimize	the recording window	Start a recording for TEST RXTEST		Created 10/17/2023	
and view SOA Scriptin	g.	To start a call recording, confirm that the phone number from the profile is populated Instruct beneficiary to consent to call in order to speak with an agent. Your phone nun	l in the phone in nber will display	Call recording initiated with	Created by system upon call
Beneficiary's Name, D	OB, Phone Number,	(866) 955-3060	1 5	(323) 6	completion
and scheduled meetir	ng date/time should be	Call the beneficiary			
verbalized for recordi	ng along with the SOA			Created 10/17/2023	
Script.				Call recording initiated with (323) 6 -Scope of	Manually created by user to
You can Add Note to t	track and identify	Call beneficiary		Appointment for scheduled meeting of 10/20/23 @ 2:30	identify outcome/reason of call
reason for the call.	,	Call in prog	ress 🔀 <u>End cal</u>	pm. - testagent testagent	
MOLINA HEALTHCARE		Cancel	Contin	nue	

Guided Help

1 Martin Cafellin, 1999 Thadin tang

Guided Help

Guided Help Preferences ^	
Enter preferences to estimate your annual cost.	
🎝 Getting Started	
💎 Health	
ᡖ Providers	
Prescriptions	
Pharmacy	
Click Here for Guided Help	

Add Preferences for a more personalized member experience

Get Started from this page you can identify the beneficiary's subsidy level

Providers from this page you can find and set providers that the beneficiary sees

Prescriptions build a medicine cabinet of all current drugs to see drug costs associated with all plan options

Pharmacy find all pharmacies that are closest to the beneficiary

Guided Help

	Get Started
Get Started	Use Guided Help to go through step by step guidance.
🔘 Health	*ZIP code County
 O Providers O Prescriptions 	Pdz/bd Bexar, TX These optional questions help us estimate your potential medical costs and applies extra help, if eligible. eligible.
O Pharmacy	What coverage type are you interested in? (Optional)
Skip help and move on to shop and enroll. >	Medical only Prescription drug drug drug drug drug
	Idon't need to know if I have extra cost savings > Continue

Once member is ready to enroll, SOA is submitted, and call recording is initiated, there are two options at the bottom of the beneficiary profile page:

- Click Here for Guided Help
- Exit Guided Help

Clicking on Guided Help has benefits such as:

- Adding Health history
- Provider Look Up
- Prescription Look Up
- Pharmacy Look Up

Guided Help - Get Started

What coverage type are you interested in? Since all of Molina's Medicare plans include Prescription coverage, Select Medical and prescription drug

Do you receive extra help paying for prescription drugs?

If the Medicaid eligibility was run within the Beneficiary Profile, the proper level of extra help will already be selected.

If you did not run Medicaid eligibility, you can select the prosper level of extra help.

Adding the extra help level will adjust any Plan Premium amounts and Prescription out of pocket responsibilities.

Guided Help - Health

Health and age is used to calculate an estimated cost for each plan option.

In the Benefits section, you can adjust the Visits/Uses for each category based on the beneficiary's needs to get an annual estimate cost for medical services.

Once completed, click Continue to proceed.

Search beneficiary's Providers to confirm network status with Molina Medicare plans.

You can conduct a general search by leaving the **Provider Name** field blank and Clicking "Search". This type of search will provide a list of all providers within the entered Zip Code.

The **General Practice** indicator should be selected based on the type of provider you are searching for. When searching for a PCP, the General Practice indicator should be **Yes**. When searching for a specialist, that indicator should be **No**.

Typing in a Provider Name will provide specific results with matches to that name.

MOLINA HEALTHCARE Click on **Add Provider** for the desired physician to add to the beneficiary's list of providers.

The provider can be **Set as Primary Care Provider** if it is the Member's PCP.

Please Note: Not all providers that appear on this search list are in Molina's Healthcare Network. You will need to populate provider list then view the contract details in the Plan Options page.

Click on the Plan Details or Providers info to view in/out network details.

To view a search results page that will only populate in-network physicians, scroll to the bottom of the Provider search page and click on Provider, Drug, and Pharmacy Finder.

		🖶 Print 🌐 English 🛩 🧈 Contact us
Home	Privacy policy	Terms of use
Provider, Drug, and Pharmacy Finder	Accessibility statement	CMS Appointment of Representative Form
Provider information contained in this directory is subje	ect to change. Please check with the provider to confirm particip	pation in a carrier's network.
© 2024 Connecture, Inc. All rights reserved.		
Last updated: 10/15/2023 06:00 AM		
Y0050_24_3882_LROnlineEnrollForm_M		
H2224_24_3883_MAONINEEnrollForm_M H3038_24_3884_CAOnlineEnrollForm_M		
		DRX

Find the appropriate plan and select "Find Providers", the results you see in this search page will only be for in-network

physicians. Please note that you will not be able to build a provider list or tag as primary care from this search window.

Medicare Advantage Pres medical expenses (Part A	scription Drug Plans combine the benefits of a Medicare Advanta \& Part B), and prescription drug coverage (Part D).	ge Plan and a Prescription Dr	rug Plan. You	Ir coverage would incl	lude hospital and		Se vez ve lette v				
Dual-eligible Special Nee pay your Medicare Part B medical deductibles, cop	ds Plans are for people who receive both Medicare and Medicaid 9 premium, unless it is covered through your State Medicaid Progr ayments, and coinsurance.	(dual eligible). Premium depe am. If you receive Medicaid co	ends on you ost-sharing			Providers	Prescriptions	Pharmacy	D-SNP)		
Provider information con	tained in this directory is subject to change. Please check with the	e provider to confirm particip	ation in a ca	The map belov	v shows providers in-network with th	nis plan. Refer to pl https://prov	rovider directory for vidersearch.molinaheal	the latest updates	or to search for provid	ers based on sp	ecific criteria.
MOLINA	Molina Medicare Choice Care (HMO)			• ZIP code Provider r	name					General practic	e 😡
		Eind providers	Pind pr	48184 Search o	doctor or facility					Yes	No Q Searc
MOLINA	Molina Medicare Choice Care Select (HMO)	🔓 Eind providers	💦 Find pr	Doctors and other professional and the profession of the procession of the procession of the profession of the profesion of the profession of the profession of the profess	Facilities (hospitals, clinics an ilovski Simovski kcute Care	nd urgent care)	23 Green Township of Hamburg Whitmore Lake	Oak Ni South Lyon North	Farmington Farmington Farmington	Royal Oak uthfield TO Ferndale	Roseville Eastpointe
MOLINA	Molina Medicare Complete Care (HMO D-SNP)			Wayne, MI 48184 ♣ Accepting new p ⊕ English ₩ MICHIGAN HEALT	atients THCARE PROFESSIONALS PC		Webster Nexter Ann Arbor Scio Charter Twp	A Plu	Redford Charter Twp nouth 21 Vonia 24 Dearborr Heats	Dearborn D	ntramck Pointe F Grosse Pointe etroit
MOLINA HEALTHCARE	Molina Medicare Complete Care Select (HMO D-SNP)	Eind providers Eind providers	Find p	Jewels George Physician Assistant (248) 221-7733 35640 W Michigan Wayne, MI 48184 & Accepting new p & English MICHIGAN HEALT	e NAve Natients THCARE PROFESSIONALS PC	Bridge	ewater Saline	Ypsilant Ypsilant Charter Twp Willis	Romulus 23 Heron Cherter Tan o	River Rouge lien Park LaSalle Southgate	

	Cart	
Medicare Advant	age Prescription Drug Plan	
HEALTHCARE	Molina Medicare Complete Care (HMO D-SNP) A JOHN ESTES may be ineligible as a primary care provider for this plan even if they are in network.	Monthly plan premium \$0.00
	View details Change plan Remove plan	
* How will you be com	pleting this form?	
Complete and sub	mit form myself	
		Total monthly plan premium \$0.00
< <u>Previous</u>		Continue to apply

Please note that a physician could be in-network with a Molina Medicare plan but not assignable as PCP.

If a provider is selected as a PCP within the Guided Help-Providers section, you should look out for this alert once you select **Click to Enroll** from the plan options page.

If you see this alert message, "....may be ineligible as a primary care provider for this plan even if they are in network", it means that the provider you tagged as Primary Care is not assignable as PCP.

Guided Help - Prescriptions

Build the beneficiary's medicine cabinet by searching for their medications.

Make sure to select the appropriate dose, form, and quantity based on the beneficiary's prescription.

Click on Add to compose the full list of medications.

To confirm if the medications are on the formulary and their assigned tiers, move over to the plan options page to view more details.

								C	Draci	IN cripti	ons									
					Ado	d vou	ur pre	n escriptio	ns to se	e how ead	h plan	, pro	ovides cov	erade.						
		Se	earc	h pre	script	tions	;									Q				
Vanay																				
Select your dosag	e and	en	ter	the a	mour	nt yoı	u use l	below. Th	ne most d	common d	osage a	nd q	quantity is p	prefilled						
Select dose and	orm					-				Enter	quanti	ty a	nd frequer	псу						
Xanax TAB 0.2	MG									90		F	per month				~			
Xanax TAB 0.5	MG											`								
Xanax TAB 1M0	i																			
Xanax TAB 2M)																			
Xanax TAB 2M Would you lik According to the Yes Nc Cancel	e to u	se his	a Gu	eneric	ic (alp drug	brazo has t	blam) f	for Xana me quali	x ty, streng	yth, safety a	nd acti	ve ir	ngredient a	s the br	and r	ame (drug.		Add	
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Guided Help - Prescriptions

Once in the Plan Options window, you will see an identifier of how many medications are on the formulary. To view further detail, click on Plan details.

When you enter Plan details page, click over to the Prescriptions tab. This tab will show the list of medications entered under a Covered vs Noncovered section. If the medication is covered, you will see them categorized by Tier along with their out-of-pocket responsibility by stage. The restrictions to each medication will also be listed.

	P	lan details Prescripti	ons Health costs	Total estimated costs
	/			I
Estimated co	osts based on retail pharmacy		Add pharn	nacy Switch to Mail order co
				Add/edit_prescriptio
Covered presc	riptions			
On Formulary				
carisoprodol TAB 35	OMG			
120 tablets per month				Gene
	Retail Cost 🔞	Before Gap 🙆	During Gap 🙆	After Gap 🔞
Retail cost	\$6.57	\$0.00	\$1.64	\$0.00
Restrictions	PA Yes QL	20 / 30 days ST No		
	MG			
donenezil bol TAB 5				
donepezil hcl TAB 5 30 tablets per month				Gene
donepezil hcl TAB 5 30 tablets per month	Retail Cost 👩	Before Gap 🔞	During Gap 🔞	Gene
donepezil hcl TAB 5 30 tablets per month Retail cost	Retail Cost @ \$1.76	Before Gap 🕑 \$0.00	During Gap 🚱 \$0.44	Gene After Gap 😨 \$0.00
donepezil hcl TAB 5 30 tablets per month Retail cost Restrictions	Retail Cost @ \$1.76	Before Gap @ \$0.00	During Gap 🛿	Gene After Gap @ \$0.00

Guided Help - Pharmacy

The Pharmacy section helps compare estimated drug costs based on the Pharmacy the beneficiary uses as well as confirm innetwork status.

****Note: Not all pharmacies that appear on this search list are in** *Molina's network.*

If you only want to view in-network pharmacies within your search, scroll to the bottom of your screen and find the **Provider**, **Drug, and Pharmacy Finder** link. You will select Find a Pharmacy for the appropriate plan.

Guided Help - Pharmacy

Once in the Plan Options page, you will be able to confirm if the selected pharmacy is in network.

Plan List

Plan List

Exiting Guided Help will lead to the plans page for that market/ state. This page displays options based on beneficiary's zip code.

- During AEP season, you will be able to toggle between Plan Years. If you are submitting a current year enrollment, click on the edit icon to switch Plan Years before viewing plan options.
- The screenshot displays plans for Michigan, and shows how • easily an agent can go back into guided help.
- Clicking on the **Plan Details** button will open a benefit grid and • printable member materials such Summary of Benefits.
- A quote can also be sent from this page. •
- Alerts will be displayed if the Provider and/or Pharmacy is not in ٠ Network, or if the Provider is not assignable as a PCP.

Molina Medicare Choice Care (HMO

Plan ID: H5926-006-000 ★★☆☆☆ Medicare Star Rating Effective Mar 2024

be ineligible as a PCP for this

MOLINA

\$ Est. drug cos

Medical out of pocket maxim

] under \$1999

Additional benefits

Plan List- Plan Options

The estimated annual cost will populate if guided help questions were answered.

Icons for each plan:

- Plan Details <u>(Massachusetts</u> <u>Market Review slide 46 for more</u> <u>details)</u>
- Click to Enroll
- Add to Quote <u>(See Slide 47 for</u> <u>more details)</u>

There is also an option for plan comparison view at the top of the plan option.

Plan Details-Massachusetts (Senior Whole Health DSNP)

When submitting an enrollment application for either SWH DSNP products (DSNP H2224-001 or NHC H2224-003) broker is required to submit completed **MA Clinical DSNP** and **MA PSI DSNP** documents along with their enrollment application.

You can locate the Clinical and PSI documents within the Plan Details section of either plan option by scrolling to the bottom of the page. Please make sure to upload the completed documents within <u>Section 2</u> of the application.

Please note that Telephonic Enrollments are not allowed for these plans, <u>beneficiary's physical</u> <u>signature is required</u> for enrollment into these plans. Make sure to select the **Complete and Submit form myself** option in the <u>Cart</u> window when starting application

Plan Documents	^
2024 Annual Notice of Change	MA003-2024-SNP-ANOC-EN-508
2024 Summary of Benefits	MA003-2024-SNP-SB-EN-508
Quick Start Guide	MA003-2024-SNP-QSG-EN-508
MA Clinical DSNP	MA Clinical DSNP
MA PSI DNSP	MA PSI DNSP

Please reach out to your Broker Channel Manager for guidance on completing these forms.

BCM: William Karger

William.Karger@MolinaHealthcare.com

Plan List- Plan Options

If you select *Send Quote*, you have the option to forward via Email or Text.

Molina Medicare \$0.00	X Quote up to 3 plans		Send quote
		Sort:	
ffective June 2024 🗹		Total Estimated C	iost .
Guided Help Preferences	Molina Medicare Choice Care (HMO Plan ID:))	Compare benefits
Enter preferences to estimate your annual cost.	★★☆☆ <u>Medicare Star Rating</u> Medical Deductible Medical out of pocl \$0 maximum \$8.300	ket	Monthly plan premium \$0.00
 Health Providers Drescriptions 	Send quote	×	Click to Enroll
Pharmacy	Send quote to	^	Remove from quote
	Information? Email * Email address * Phone number * Text Additional message This will show when the user logs back into the site. Please review this quote at your earliest convenience me know if you have any questions.	e. Let	
	Plan(s) included	<u>Select all</u>	
	Summary of Benefits Evidence of Coverage	-	
	Cancel	nd quote	

Plan List- Plan Options

Please note that if you **Send Quote**, they will receive two messages (Email or Text). One message will contain the Authorization Code needed to access the site and the second message will contain the link to access the consumer facing DRX Connecture site with the plan details and enrollment options.

Authorization code is required to access the quote information.

Plan List- Plan Details

The plan details page provides a summary of covered services, out of pocket responsibility, and supplemental benefit allowances.

The first row listed titled Additional information will display the eligible Medicaid Codes for that specific plan.

You can also find Member Material links in the bottom sections of this page.

Enrolling a Beneficiary

Enrolling a Beneficiary - Add To Cart

Once a member decides on a plan and feels comfortable with moving forward. Start Enrollment by clicking on **Click to Enroll**.

The cart page will populate with two options:

	Cart	J Start call recording
Medicare Advan	tage Prescription Drug Plan Molina Medicare Choice Care Select (HMO)	Monthly plan premiun
Medicare Choice	View details Change plan Remove plan	\$0.00
Send to benefici	ary to sign and submit Ibmit form myself	
		Total monthly plan premium \$0.0

Options	Description
Send to beneficiary to sign and submit	Agents complete form and forwards to prospect for submission. (See Slides 57 & 58 for additional details)
Complete and submit form myself	Agent completes form and submits enrollment (in-person/ telephonic).

Enrolling a Beneficiary - Application

Connecture will walk agents through five different sections before submitting or sending to Beneficiary to Sign and Submit

- 1. Basic beneficiary contact information
- 2. Entering Medicare number, Medicaid number, Election Period, and adding attachments
- 3. This page focus on ethnicity, race, employment, physician selection, and language preference.

If enrollment is for C-SNP plan, you will see Pre-enrollment Qualification Assessment in this section

- 4. Payment options are available if plan has an associated premium
- 5. Agent attestation for beneficiary proposed effective date of coverage.
- 6. Assessment Questions related to DME, specialists, and other health related needs.
- 7. Statement of Understanding disclosures and signature options.
- 8. Review all entered information for accuracy and Submit enrollment.

Required fields are identified by an asterisk (*). Agents will not be able to move to the next section of there are missing required fields.

Enrolling a Beneficiary – Eligibility Information

Section 2: Benefit Info will ask you to document beneficiary's member ID numbers. This information is used to confirm benefit eligibility upon enrollment.

If beneficiary has Medicaid benefits, click Yes to enter the Medicaid Number.

There is a Social Security Number field that will appear for all plan enrollments, but it is <u>only required if enrollment is being</u> <u>processed for a Massachusetts DSNP product (H2224)</u>. If you are not submitting an enrollment for a MA DSNP product, this field can be left blank.

Enrolling a Beneficiary - File Upload

Section 2 has an attachment box at the bottom of the page. Use this box to add any documents related to enrollment. It is best practice to attach any paperwork available related to the POA/ Legal Representation and eligibility.

Massachusetts DSNP enrollments must attach Clinical and PSI documents here.

We must be able to prove Medicare/Medicaid eligibility for every enrollee. To ensure accuracy, completeness, and speed in the enrollment process, please make every possible effort to find and upload the enrollee's eligibility documentation here.

Attachment

Uploading 1 file(s)... Choose Files IT TICKET LOG.xlsx

Continue

Be sure to add any documents that help the enrollment process.

Agents are encouraged to add as much information as possible to the enrollment to avoid RFIs (Request For Information).

< Previous

Enrolling a Beneficiary - Medicare Eligibility

WIPro integration will validate MBI during the enrollment process. The validation is designed to proactively catch incorrect MBIs, validate Part A and Part B effective dates and subsidy eligibility for DSNPs.

Medicare Informatio Please take out your red, wh section. In the spaces provid dashes).	n nite and blue Medicare card to complete this ded enter your Medicare Number (do not enter
MEDICARE HEALTH INS Transfittentive JOHN L SMITH Medicare Tureberthumere de Medicare 1EGG4-TE5-MK72 Institue factor dereks a HOSPITAL (PART A) MEDICAL (PART B) 03-01-2	SURANCE SUCobertura empirea 2016 2016
Medicare Number*	leg4te5mk72
Hospital (Part A) Effective Date	03/01/2016
Medical (Part B) Effective Date	03/01/2016

Correct the following error(s) on the form, then submit again Check the Medicare number, last name and date of birth before continuing.

You may still continue with this enrollment application.

This message above will always populate, the message is intended to review beneficiary information carefully before continuing to the next part of the enrollment. Click continue again to get to the third page if updates or corrections are not necessary.

MBI is cross-referenced with beneficiary's last name and DOB
If Part A and Part B effective dates do not match, a message will display the correct associated Part A/B effective dates.
When beneficiary is enrolling into a DSNP, subsidy eligibility level for the MBI will be validated

Enrolling a Beneficiary - Relationship Identifier

Section 7: Statement of Understanding-Agent will need to confirm relationship to the person enrolling in the plan.

I am the person enrolling: Select this option when completing the enrollment application directly while speaking with the beneficiary.

I am helping the person enrolling: Select this option when the beneficiary is present or has provided verbal consent for Telephonic Enrollment to speak with and process the enrollment with another party. *Consent for enrollment must be recorded*

I am the authorized representative:

Select this option when the individual indicates they are legally authorized under state law to act on the beneficiary's behalf.

* What is your relationship to the person enrolling in this Medicare plan?
I am the person enrolling
I am helping the person enrolling
I am the authorized representative

Enrolling a Beneficiary - Beneficiary Signature

Beneficiary's name should only be signed off by beneficiary or authorized rep.

Beneficiary Signature

 Due to physical limitations, I am unable to sign my name NOTE: if you are a broker entering a paper application in your possession, please check here and type 'paper application' in the name box that will appear

*Sign your name below using a stylus, n. use, or your finger.

Enrolling a Beneficiary - Beneficiary Signature

If you initially selected **Send to beneficiary to sign and submit**, you will see this screen in the last section of the application.

Do NOT sign the Beneficiary Signature section before clicking on Send to beneficiary. Leave this section blank. The Beneficiary will review the full application, sign, and Submit themselves.

You have the option to Email or Text the beneficiary a link to this application for review.

Enrolling a Beneficiary – Send to beneficiary

Please note that if you **Send to beneficiary Sign and Submit,** they will receive two messages (Email or Text). One message will contain the Authorization Code needed to access the application the second message will contain the link to access the app.

Authorization code is required to access the application.

Please use the authorization code below when you are ready to view the plan information

Note: This email is from a licensed sales agent. This is a one-time advertisement email. If you would like to change your communication preferences for Molina Healthcare, please contact Molina Healthcare.

We do not offer every plan available in your area. Any information we provide is limited to those plans we do offer in your area. Currently we represent 1 organizations which offer 3 products in your area. Please contad <u>www.medicare</u> gog or 1-800-MEDICARE (TY users should call 1-877-486-2048), 24 hours a day/7 day a week to get information on all of your options. Authorization code:

C7Z5K1B4

Hi Test, Here is the plan we discussed...

Thank you for meeting with me. Per our discussion, here is the plan that should fit your needs. Once you receive your verification code, which should arrive in an email shortly, you will be able to enroll in this plan. If you are ready to enroll in the plan we discussed, please click on the link below to be taken to the enrollment application.

Hi Test.

Continue

* Authorization code

The authorization code was sent to you

View application

Text 1:09 ? 100 <0 +1 (201) 299-6722 Today 11:17 AM Use this authorization code from your licensed sales agent to access your enrollment: C7Z5K1B4 Single Use Text. Opt-out not necessary. Complete your enrollment from Molina Healthcare: https:// staging.destinationrx.com/hub/s/ SC18JLVA Single Use Text. Opt-out not necessary.

Enrolling a Beneficiary - Confirmation

Once enrollment is submitted, take note of the Confirmation number and keep it in a save place.

Clicking on Complete Health risk Assessment action button will appear for the Markets/Plans where Molina accepts agent HRA submissions. Please review next section for confirmation of Markets/Plans.

CHP-Dental Buy Up

CHP- Dental Buy Up Plan

Certain CHP products will offer an optional PPO Dental Buy Up Plan offering \$3000 INN (\$1500 OON) allowance.

Dental PPO buy-up options available for members to purchase

- Existing members to submit the PPO buyup enrollment form during AEP for 1/1 effective date
- New member: Effective 01/01/2025. They can opt into PPO when submitting the initial enrollment or 90 days grace period (between 01/01/2025 – 03/31/2025)
- Members may disenroll during the year but may not re-enroll during the same calendar year in the buy-up plan

To enroll into the PPO Dental Buy Up Plan, complete enrollment form with beneficiary through this link <u>CHP Dental Buy Up</u>

Last updated: 10/15/2024 07:00 AM

Member pays \$45/month

H5649-001-000	Central Health Medicare Plan (HMO)
H5649-006-000	Central Health Focus Plan (HMO C-SNP)
H5649-008-000	Central Health Ventura Medicare Plan (HMO)
H5649-018-000	Central Health San Mateo Medicare Plan (HMO)
H5649-019-000	Central Health Savings Plan (HMO)
H5649-022-000	Central Health Jade Plan (HMO)
H5649-023-000	Central Health Premier Plan I (HMO)

Member pays \$21/month

H5649-025-001Central Health Embrace Care Plan (HMO C-SNP)H5649-025-002Central Health Embrace Care Plan (HMO C-SNP)H5649-027-000Central Health Classic Care Plan I (HMO)H5649-028-000Central Health Classic Care Plan II (HMO)H5649-029-000Central Health Part B Savings Plan (HMO)H5649-030-000Central Health Valor Care Plan (HMO)

Coming Soon!	prescriptions.		include medical expenses and	Original Medicare Plan doesn't cover.
The Dental Buy Up f	orm link will be available ir	n the footer	prescription drug coverage.	Medicare Supplement Plans are not the
of your Connecture I	DRX platform.			🔒 Print 🌐 English 🛩 🥒 Contact us
	Home	Connecture Privacy policy	Connectur	re Terms of use
	Provider, Drug, and Pharmacy Finder	Accessibility statement	CMS Appo	intment of Representative Form
	CHP Dental Buy Up			
HEALTHCARE	© 2024 Connecture, Inc. All rights reserved.			

CHP- Dental Buy Up Plan

If you are completing the optional PPO Dental Buy Up form over the phone, please adhere to all CMS compliance requirements.

- 1. The entire enrollment call must be recorded.
- 2. Read all disclaimers and statements of understanding from the form to the beneficiary and obtain their agreement.
- 3. Do not sign the beneficiary's or authorized representative's name in any signature fields; instead, document

"Telephonic Enrollment" or "TE"

TELEPHONIC ENROLLMENT

Diagon plant the statement below that hast describes your relationship to the nerrow with Mediane listed on this excellment format	
Mease select the statement below that best describes your relationship to the beson with Medicale listed on this enfolmment form:	I am the person listed on this enrollment form or I am simply helping to complete this enrollment form.
I am the person listed on this enrollment form or I am simply helping to complete this enrollment form.	
I am the person authorized to act on behalf of the individual listed on this enrollment form under the laws of the State where the individual resides.	I am the person authorized to act on behalf of the individual listed on this enrollment form under the laws of the State where the individual resides.
Beneficiary Signature	Volunteer / Authorized Individual
Due to physical limitations, I am unable to sign my name	Authorized Individual Signature
NOTE: if you are a broker entering a paper application in your possession, please check here and type 'paper application' in the name box that will	
appear	"Sign your name below using a stylus, mouse, or your finger.
*Please type your name in the space below:	
TELEPHONIC ENROLLMENT	TE

4. Select the payment option as "Send me a bill every month" and do not collect any banking information.

Please select how you would like to pay the monthly premium for your Supplemental Dental Benefit Plan.

Member Signature

Send me a bill every month Take it automatically out of my bank account every month. (Please provide information below if you choose this method. Your monthly premium will b taken from your account on the 25th of every month.)

5. Provide the Enrollment Confirmation Number at the end of the application.

Your dental enrollment form is complete.

Enrollment confirmation number: 79840497755078

Health Risk Assessment

Health Risk Assessment

Beginning 10/1/24 the HRA form will be available on the Connecture DRX platform HRA form is currently only available for California D-SNP and C-SNP enrollments

- Make sure all questions are answered, leaving a question blank can be considered an incomplete assessment
- Broker Agent should submit HRA prior to enrollment effective date

Complete Health Risk Assessment

Immediately after submitting the enrollment application via Connecture DRX, the final page, displaying the Application Details, will also present a "Complete Health Risk Assessment" button. Clicking this button opens the HRA form, pre-filled with the enrollee's general information.

		Submitted 09/19/2024 1:09 pm PS
Central Health Embrace Care Plan (HMO C-SNP)	
Medicare Advantage Prescription Drug Plan 2025	Total monthly plan premium \$0.00	View application
2 day(s) left to complete HRA		
		More details 4
Health Risk Assessment	Complete HRA	More details 4

Follow-up after enrollment submission: If the Health Risk Assessment (HRA) cannot be completed during the enrollment application, the agent can access the HRA form from the beneficiary's profile. Scroll to the Enrollment History section, click "More details" to expand it, and select "Complete HRA." This will open the HRA form, pre-filled with the enrollee's general information.

CA SNP Health Risk Assessment Fields marked with an asterisk (*) are required Enrollment submission outside of Connecture DRX: If the enrollment application was not submitted through Connecture DRX, the agent can use the Standalone HRA link. This link opens a blank HRA form for submission. https://molina1.destinationrx.com/PC/2025/Enrollment/GenericForm

PURL

The transformed to the second se

PURL

Click the caret by your name and select Account overview

On the Account Overview page, upload a professional picture of yourself.

Once Picture is upload. Click Copy Link.

Note: Anyone who uses this link will be able to enroll into Molina Healthcare Medicare plan acknowledging the agent of record.

Be sure to use this link on social media or on your email signature.

Note: Picture must be png or jpeg, less than 5 MB

Need more training? Try Connecture video tutorials.

Broker Support Unit

Contacts

Broker Services Unit (BSU) (866) 440-9788 Hours: Mon.-Fri. | 6:00 AM-6:00 PM MT broker@molinahealthcare.com

Broker Contracting MCRBrokerContracting@molinahealthcare.com

Broker Enrollments MCREnrollment@molinahealthcare.com

Broker Commissions MCRCommissionInquiry@molinahealthcare.com

CARE Team MedicareBrokerCAREteam@molinahealthcare.com

Sales Engagement & Marketing salesengagement@molinahealthcare.com

Quality Auditor qualityauditorteam@molinahealthcare.com

Sales Communications & Training salescomms@molinahealthcare.com

Sales Oversight & Compliance sales_oversight@molinahealthcare.com

