

Jan 1 – Jan 6 Make SMART Goals

Jan 7 – Jan 27 Make Wellness Appointments

Jan 28 – Feb 10 Follow Up Wellness Appointments

Feb 11 – Apr 7 Preliminary Sales

Apr 8 – Apr 14 Pick Your Walmart

Apr 15 – Jun 2 Retention

Jun 3 – Jun 30 Preliminary Sales Continued

Jul 1 – Jul 7 Take AHIP

Jul 8 – Aug 4 Do Certifications

Aug 5 – Aug 11 Plan AEP

Aug 12 – Sep 1 Set Yearly Appointments

Sep 2 – Sep 29 Learn Products

Sep 30 – Oct 14 Pre-AEP Advertising

Oct 15 – Dec 7 Rock and Roll

Dec 8 – Dec 31 Check Status