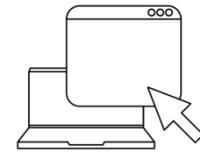


# NAHU Benefit Specialist Institute Certifications



## Benefits Account Manager



This course provides an understanding of the complex and critical role an account manager plays in the health and benefits arena. The curriculum covers multiple-market disciplines and the general primary functions of an account manager when supporting the producing agent/consultant in handling and processing new and renewal business as well as ongoing service.

## Advanced Benefits Account Manager

The purpose of this training is for professionals to achieve a higher level of confidence in supporting clients while conveying the value of benefits using creative consultation, regardless of the size of the group. With the completion of this course account managers will ensure clients derive maximum value from their services, prepare implementation plans and lead client onboarding; present content strategy and play an integral part of their client's annual plan.



## Self-Funding



This course will ensure that students understand the critical components of self-funding and are better prepared to counsel their clients on the various benefits of elimination of the most premium tax, lowering cost of administration, claims/administration and customer service for employees. This course will help provide in detail how it all works and proven methods for communicating this option to employers and employees in a compelling way.

## Advanced Self-Funding

This course pays distinct attention to regulatory concerns, service-model options, cost-containment strategies, and underwriting. The curriculum covers unique issues that self-funded plans must face due to mergers and acquisitions followed by a concentration of integration of next-generation elements in plan design, transparency tools, quality-based models, cost-sharing and control, tool integration and incentives, and payment controls.



## Employer-Sponsored Plans in a Post ACA Era



This high-level course teaches how the law may evolve and change in the future. Students that complete this certification program will be better prepared to counsel both individual and business consumers of health insurance on the specifics of the ACA. They will also be well versed on all of the new options and requirements for health plans the law has created, and how to best help consumers moving forward.

## Wellness

The purpose of this course is to provide a comprehensive overview of how to demonstrate the effectiveness of wellness benefits creating incentives for participation, measuring return on investment and adhering to compliance and legal issues. This course intended for agents will help differentiate their expertise and elevatetheir professional knowledge.



## Medicare



This course is an intermediate introduction with a retrospective of the Medicare program's long and varied history since its introduction in 1965, aimed at helping you better understand the complexities of the senior health market and the details of the various Medicare-related products that are now available.