



Frequently asked Questions about the Agency Membership Model

I see that the benefits under the Agency Membership Model are based on the size of the agency. How do I calculate agency size?

Benefits are based on the number of eligible agency members (EAM). EAMs are defined as producers who are licensed to sell employee benefits, individual health insurance, Medicare or other health related products, as well as account managers and compliance professionals who are on staff and work with clients. It would not include a person whose job was strictly life insurance or someone who was strictly P & C. In order to receive the benefits available under this program, 75% of eligible agency members must be members of NAHU.

What if 75% of our EAMs are not members of NAHU?

We welcome anyone in or related to our industry to join us as members of NAHU. However, the extra benefits that come with participation in the Agency Membership Model program are only available with a minimum of 75% of eligible agency members participating as members of NAHU.

If I have 75% of my EAMs enrolled in the Agency Membership program, does that mean everyone in my agency is entitled to the extra benefits?

We encourage you to enroll every EAM in your agency as an NAHU member; however, non-member EAMs from your agency are not eligible to receive the extra benefits that come with participation in the Agency Membership Model. Non-member EAMs from your agency are welcome to take advantage of NAHU professional development classes or local/state/national events, but they pay the applicable non-member prices.

What is a list bill and what are the benefits of having our agency's membership dues paid this way?

People who participate in the Agency Membership Model will have membership dues billed on a list bill. There are several advantages to a list bill. First, the list bill allows us to apply a dues discount if your agency is an eligible group size. Second, with a list bill, the agency "owns" the membership slot, and membership for the covered person stops if they leave agency employment, allowing you to replace them on the list bill with another eligible person. This ensures that agency staff associates the outstanding benefits of NAHU with being a part of your agency.

Can we have a list bill if we are not participating in the Agency Membership Model program or if we have fewer than 75% of EAMs as members of NAHU?

Yes, an agency, carrier or other industry partner can have a list bill with at least 3 participants on the bill and enjoy the benefits of a list bill but would not be eligible for other Agency Membership Model benefits without having 75% of EAMs as members of NAHU.

How will I be able to take advantage of the complimentary Professional Development Training Dollars?

Member agencies who participate in the Agency Membership Model and have 75% of eligible staff as NAHU members will receive NAHU training dollars that can be used towards NAHU courses. Additionally, courses in excess of the allotted training dollars will be available at a discounted price. This is one of the most important benefits of the Agency Membership Model and is a significant source of savings in agency training costs.

How will we be able to take advantage of the free Ethics course?

The Ethics course has been filed for 3 continuing education credits in all 50 states and is available online for free for NAHU agency members each two-year period. You will receive a code based on the number of people from your agency who are participating members in the program that will allow each eligible person to access the course.

What about the HIPAA Certification course? What is it and how can I access it?

The NAHU HIPAA Certification course is designed to prepare members to comply with all of the privacy requirements that apply to brokers and agencies who are handling PHI. Agencies that participate in the Agency Membership Model will receive the course at a reduced cost or, in some cases, at no cost depending on the size of the agency. Member agencies will receive a code that will allow participating members to access the course

What are Agency Member Exclusive Webinars?

These webinars are designed for agencies in your size category to provide information targeted to issues you are dealing with every day. Subjects could be compliance related, political updates, or other important information that will help you better serve your clients.

What is a dedicated online community and how can it benefit me and my agency?

Each of the EAMs in your agency who are participating in the program will be given access to an online forum where you can exchange ideas about running your business and other key discussion areas with other members from other agencies in your size category. The site meets all security requirements and has enhanced functionality over prior systems NAHU has hosted in the past.

Can you explain why I might want to send my staff to annual convention?

There are many benefits associated with annual convention and different people may gravitate to one area or another. In addition to our outstanding general session speakers, we have a full day of high-level education programming, *Vision Speak* which features “Ted Talk” style programming, top producer recognition events through our **LPRT** program and great networking opportunities. We believe this is a sound investment on your part, and depending on the size of your agency, we are willing to assist with the cost by helping with the cost of meeting registrations. Annual convention is located in different geographic areas of the country each year to make it more easily accessible to more NAHU members.

Why are the benefits for attending Capitol Conference different than annual convention?

Our annual Capitol Conference in Washington, D.C. is our most popular event and we often fill to capacity. We want to give EAMs who are participating in our Agency Membership program an early opportunity to register and a break on the registration cost. Most people who attend this event give the highest ratings to our speakers and the opportunity to be on Capitol Hill and make a difference in their industry.

What is the benefit of the webinar for our clients and prospects?

Depending on your agency size, we can offer the availability of a special webinar designed specifically for your select clients and prospects. This is typically a Washington Update but could also be something related to a specific compliance area. We have been doing these special webinars for very large agencies for a number of years with great success and are now able to make them available to smaller agencies who participate in the Agency Membership Model program.