



CERTIFICATION COURSE

# BENEFITS TECHNOLOGY

Delivered Online Self-Study



## COURSE SUMMARY

### Why is Technology Important to Clients?

- What's Driving the Interest Amount of Employers
- Lean or Six Sigma Strategies
- Staffing Needs
- ROI—Reducing Errors, More Efficient
- Compliance—Not Just ACA
- Private Exchanges vs. Other HR Technology

### Types of HR Technology

- Payroll
- Benefits Administration
- HR Information Management
- Human Capital Management

### Vendor and Product Evaluation

- Understanding Client Needs
- Vendor Identification
- Implementation

### How to Talk About Costs to Your Clients

### Why this is Related to your Work as an Agent, Broker or Consultant?

- Benefits Technology and their Relationship to Insurance Products
- Contractual Issues: Indemnification/ Assumption of Liability
- Carrier Offsets—Carrier Subsidizing the Cost of the HR, Rebate Laws
- Worksite Enrollment Technologies
- Communicate and Manage Benefits

Employers expect their agents, brokers and consultants to provide guidance about human resources and benefits management technology, and how it will impact staffing needs, improve ROI, remain compliant and their overall success.

The NAHU Benefits Technology Certification program will give you essential understanding of the various types of products and services available, how to assist your client with the discovery process about their known and unknown needs, helpful guidance on how to avoid the pitfalls associated with implementation and how to discuss associated costs. Most importantly, this class will make it clear why having this knowledge (and showing you do) is critical to your long-term success.



Course instruction will be delivered through NAHU's Online Learning Institute:  
<http://www.nahu.org/professional-development/courses>

Contact Student Services:

ProfessionalDevelopment@nahu.org or (844) 257-0990

**Discounts offered to NAHU corporate partners and company groups over 25.**