



## NAHU AGENCY MEMBERSHIP



**NAHU wants to reward agencies that believe in the vision and mission of our organization. Are you an agency with three to 100 employees involved in employee benefits or other health insurance products? NAHU Agency Membership allows all of your employees who are working with your clients to be the best and most knowledgeable in the industry.**

NAHU’s Agency Membership is an easy and effective way for your agency to manage individual NAHU memberships and maximize the benefits for your agency. This type of membership is available to agencies that enroll 75% of eligible agency members (EAMs). It offers a streamlined billing process with one invoice and one renewal date, and discounts on NAHU’s most valuable offerings—including professional development credits and discounted meetings.

Agency Size	3-9	10-20	21-50	51-100
NAHU Membership	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
List Bill	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Training Dollars	\$270	\$540	\$1,080-\$2,160	\$2,700-\$4,320
Free Ethics Course	Once every 2 years	Once every 2 years	Once every 2 years	Once every 2 years
HIPAA Compliance Training	Discount if 100%	Discount if 100%	Included if 100%	Included if 100%
Online Community	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Convention Registration	Can be added to list bill	Can be added to list bill and includes 1 free registration	Can be added to list bill and includes 1 free registration	Can be added to list bill and includes 1 free registration
Capitol Conference Registration	10% discount	10% discount	10% discount	10% discount
Special Webinars	Once per year	Once per year	Once per year	Once per year co-branded
Dues Discount	None	3%	5%	10%

## Frequently asked Questions about NAHU Agency Membership Options

**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 (EAMs)**. EAMs are defined as producers in your agency who 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** 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** program. 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** program 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 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 program 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 participating NAHU **Agency Membership** licensed EAMs 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** program 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 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, your specific practice area and other key discussion areas. The site meets all security requirements and has enhanced functionality to be a one stop resource site for many of your professional needs.

### **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 high-level education programming, outstanding speakers in our general sessions, 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 special webinars?**

Depending on your agency size, we can offer the availability of a special webinar designed specifically for your employees or 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** program.

**WANT TO LEARN MORE? CHECK YOUR AGENCY'S ELIGIBILITY IN 4 EASY STEPS:**

- 1. Complete the NAHU agency membership [eligibility form](#).**
- 2. Fill out the agency membership [spreadsheet](#) listing all current NAHU members from your agency as well as all new eligible members. Submit all materials [online](#) at [www.nahu.org](http://www.nahu.org), by email to [agencymembership@nahu.org](mailto:agencymembership@nahu.org).**
- 3. Once your agency eligibility has been confirmed, you will receive an itemized invoice outlining the cost for all of your employees for the program. Your itemized invoice will prorate the dues for any current members to sync everyone onto your agency membership. If you are ready to enroll all of your eligible employees, simply return the invoice to us with payment, otherwise, designate which employees you wish to enroll (minimum is 75%) and return prorated payment to us.**
- 4. Once your invoice is paid, you can take advantage of the Agency Membership benefits immediately! Each EAM you enrolled will receive a welcome email with their NAHU log-in information and a description of all benefits. The agency contact will receive a special log-in for NAHU's agency membership account to manage your agency's expanded benefits, including the online ethics course, professional development training dollars and national meeting registration discounts for your agency. You may update your agency membership anytime through the agency membership account.**

If you have questions, please contact Bob Tretter, NAHU Vice President of Marketing and Recruitment at [btretter@nahu.org](mailto:btretter@nahu.org) or (202)595-7564.