

# EMPLOYEE BENEFITS SCHOOL

## ABOUT THE PROGRAM

With its ever-evolving landscape the Employee Benefits industry can seem daunting to a new insurance professional – but it doesn't have to be. Hartford School of Insurance's (HSI's) three-and-a-half day live, instructor-led Employee Benefits Program is designed to teach new insurance professionals the basics of group benefits coverage.



**TUITION**  
\$1,295

## DELIVERY DETAILS

Hartford School of Insurance Virtual training programs are live, instructor-led courses that provide comprehensive and interactive instruction while encouraging participation and engagement.

Please note, this virtual training program is not filed for CE credits in any state.

### Daily Morning Session:

11:00am - 1:00pm ET; 10:00 - 12:00pm CT;  
8:00 - 10:00am PT

### Daily Afternoon Session:

2:30 - 4:30pm ET; 1:30 - 3:30pm CT;  
11:30am - 1:30pm PT

## WHO IS THIS PROGRAM FOR?

New Producers and Account Managers who need solid foundational insurance training in the Employee Benefits marketplace.

## DURATION

3.5 day live/virtual program

**REGISTER TODAY!**

## TOPICS COVERED

### GROUP INSURANCE CONCEPTS

- Group vs. Individual
- Eligible Groups
- Key Terms

### MEDICAL OVERVIEW

- Health Insurance Terms
- Case Studies

### MEDICAL PLANS

- Cost of Medical Insurance
- Medical Insurance Delivery Methods
- Medical Plan Design
- HSA & FSA Limits

### DENTAL & VISION INSURANCE

- Dental Plan Components
- Provider Reimbursement Methods
- Types of Vision Plans
- Vision Benefit Design

### LIFE & ACCIDENTAL DEATH

- Life Insurance Terms
- Life Insurance Contracts
- Life Insurance Risk
- Beneficiary Considerations

### DISABILITY & ABSENCE MANAGEMENT

- Social Security Disability
- Individual Disability
- Short Term Disability
- Long Term Disability
- Definition of Earnings
- Taxation of Disability



## TESTIMONIALS

"This course was a perfect refresher of all benefits that I consult with my clients on a daily basis. I thoroughly enjoyed how although the class was virtual, it was still very interactive."

"This training was top-notch! The instructors were extremely knowledgeable, helpful, and receptive to our opinions and questions. Overall I had a fun and engaging experience."

## LEARNING OBJECTIVES

**Comprehend** group life trends, benefits available and policy provisions included in group life products.

**Understand** the foundations of group benefits and the concepts that drive business.

**Distinguish** between various contract provisions and market trends in group disability.

**Define** Group Benefits concepts, language and acronyms to promote a greater understanding of the insurance vernacular.

**Develop** effective carrier relationships and optimize group benefits business potential.

CONTACT US: 800-772-0208 | [www.thehartford.com/hsi](http://www.thehartford.com/hsi)