

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.

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

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

LEARNING OBJECTIVES

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

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

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

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

Develop effective carrier relationships and optimize group benefits business potential.

REGISTER TODAY!

CONTACT US: 800-772-0208 | www.thehartford.com/hsi

