

GROUP BENEFITS DISABILITY SPECIALIST PROGRAM



Gain a competitive edge and stand out in the marketplace by acquiring a deeper knowledge of disability coverage.

Target Audience: Experienced group benefits professionals who market and/or service group short- and long-term disability products, and want to gain in-depth disability coverage knowledge

With Hartford School of Insurance's three-day Group Benefits Disability Specialist Program, industry professionals have the opportunity to take a deep dive into the intricacies and inner-workings of disability coverage. This intermediate level carrier-neutral program is ideal for experienced insurance professionals who want to gain a comprehensive understanding of topics such as STD/LTD coverage, government-provided group disability insurance, service, taxation, fraud, claims and more. Delivered in a classroom setting by one of our engaging instructors, this program offers best practices, marketing techniques, helpful tools and sales aides to help industry professionals stand out and succeed in their careers. This program is divided into two phases:

PHASE 1 *In-agency*

Provides students with a foundation in insurance concepts, forms and coverages through a structured 4-week in-agency self-study course.

PHASE 2 *Classroom*

Intensive 3-day instructor-led training on disability coverage, consisting of highly engaging, interactive and hands-on instruction.

Throughout this program, students will have the opportunity to:

- **Align** their clients' group disability needs and goals with carrier capabilities
- **Differentiate** themselves through deeper product and industry knowledge
- **Communicate** the need for group disability insurance in an effective manner
- **Summarize** the different types of government- and employer-sponsored disability insurance programs
- **Recognize** potential compliance gaps in statutory disability products
- **Explain** the design, structure, language and underwriting principles of disability insurance to clients
- **Clarify** how group disability premiums and benefits are treated for tax purposes, and
- **Recognize** the importance of proper claims management, transfer of coverage and voluntary benefits administration
- **Stand out** from industry competitors through the acquisition of the **Group Benefits Disability Specialist (GBDS)** professional designation



Tuition: \$995

2018 SESSIONS

Hartford, CT
Mar 6 - 8

Alpharetta, GA
Mar 13 - 15

Costa Mesa, CA
Mar 27 - 29

St. Louis, MO
Apr 10 - 12

Lake Mary, FL
Apr 24 - 26

Eaglewood, CO
May 22 - 24

Franklin, TN
Jun 26 - 28

Chicago, IL
Jul 17 - 19

Malvern, PA
Aug 21 - 23

Annapolis, MD
Sep 18 - 20

Troy, MI
Sep 25 - 27

Ready to Enroll? Visit HartfordSchoolofInsurance.com or call (800) 772-0208