

The Group Benefits industry can be competitive and complex. Help your new employees get ahead in the marketplace.

Target Audience: New Producers and Account Managers who need solid foundational insurance training in the Group Benefits marketplace.

With its ever-evolving laws and regulations, learning about the Group Benefits industry can seem daunting to a new insurance professional – but it doesn't have to be.

Hartford School of Insurance is pleased to offer our Group Benefits School, a four-day carrier-neutral training program that has been designed to teach new insurance professionals the basics of group benefits coverage. This comprehensive curriculum offers thorough foundational training in coverages, as well as sales and service education to help new professionals strengthen their customer relationships and enhance their selling power. Through interactive exercises and case studies, students will gain a comprehensive understanding of group benefits product offerings, as well as carrier underwriting and pricing practices associated with each product. This program is filled with best practices, industry techniques, helpful tools and sales aids, rendering it an essential developmental asset to any new Producer or Account Manager.

Throughout this program, students will have the opportunity to:

- **Understand** the foundations of group benefits and regulations that drive business
- **Explain** the basic concepts of the medical insurance market, health plan types and funding arrangements
- **Discuss** the concepts behind vision, pharmacy, retiree medical and other specialized insurance products
- **Summarize** the basic provisions, funding mechanisms and plan types of the group dental market
- **Comprehend** group life market trends, benefits available and the policy provisions included in group life products
- **Distinguish** between various contract provisions and market trends in group disability
- **Define** voluntary business, the current migration trends toward voluntary and the enrollment options available
- **Develop** effective carrier relationships and optimize group benefits business potential



Tuition: \$1,295

Don't just take our word for it: "I really enjoyed the program and thought it provided the essential knowledge I was looking to gain from the class. The class was very interactive and provided a lot of different viewpoints while also providing all the key facts necessary to understand how and why we do things in the EB world."

Read more reviews [on our website.](#)

2018 SESSIONS

Chicago, IL
Mar 6 - 9

Alpharetta, GA
May 1 - 5

Annapolis, MD
Jun 19 - 22

Virtual
Aug 6 - 10

Virtual
Oct 15 - 19

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