

VOLUNTARY BENEFITS SPECIALIST PROGRAM

The voluntary benefits industry is growing fast. Stay ahead in the marketplace with our two-day Voluntary Benefits Specialist Program.

Target Audience: Group Benefits professionals of all experience levels who market and/or service voluntary insurance products, and want a deeper understanding of the voluntary marketplace.

Hartford School of Insurance's Voluntary Benefits Specialist Program is an intensive 2-day program designed to help insurance professionals of all levels gain a deeper understanding of the voluntary marketplace. This carrier-neutral program takes a comprehensive dive into different types of voluntary products, while also exploring beneficial topics such as market analysis, regulations, product positioning, enrollment strategies, account maintenance, best practices and more. This program is conducted in 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 2-day instructor-led training in voluntary benefits coverage, offered in a classroom environment with CE credits.

Upon program completion, students will have been taught to:

- **Differentiate** themselves through deeper product and industry knowledge
- **Understand** the different types of voluntary products in the marketplace
- **Communicate** the need for voluntary products in attracting employees
- **Demonstrate** knowledge to successfully manage voluntary benefits
- **Position** themselves in enrolling and implementing voluntary programs with their customers
- **Stand out** from their competitors by acquiring the **Voluntary Benefits Specialist (VBS)** professional designation

Don't just take our word for it: "[This] Program offers invaluable training regarding the past, present, and future of a complex industry and its products. The instructors are knowledgeable and experienced, allowing you to relate to their unique perspectives. I would highly recommend their classes." - Student who attended HSI's Voluntary Benefits Specialist Program



Tuition: \$895

2018 SESSIONS

Englewood, CO
Mar 20 - 21

Charlotte, NC
Apr 17 - 18

Schaumburg, IL
May 8 - 9

San Diego, CA
May 15 - 16

Annapolis, MD
May 15 - 16

Bloomington, MN
Jun 4 - 5

Cincinnati, OH
Jul 10 - 11

Phoenixville, PA
Jul 12 - 13

Alpharetta, GA
Jul 24 - 25

Ft. Lauderdale, FL
Aug 14 - 15

Boston, MA
Aug 28 - 29

The Woodlands, TX
Sep 11 - 12

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