



## CERTIFICATION COURSE

# BENEFITS ACCOUNT MANAGER

*Delivered Online Self-Study*



### COURSE SUMMARY

- Role of the Account Manager
- Account Manager Request for Proposal
- ACA Then and Now
- ACA and Its Impact on Health Insurance Policies
- ACA and Its Impact on Health Insurance Markets
- Employer Mandate
- Introduction to Self-Funding
- Civics for the Account Manager and Broker

**The purpose of this certification course is to provide account manager professionals with an understanding of the complex and critical role an account manager plays in the health and benefits arena.**

The training will provide instruction to ensure that students understand the key technical components of benefit plans and are better prepared to counsel their clients on the various products. A multi-topic curriculum, accompanied by case studies and a study guide, will be used as a learning tool to help students prepare for their final exam.



Delivery will consist of online lectures paired with video and written versions of the curriculum that supports technical terms, exercises and definitions within the subject matter.

**Each module will include an hour of detailed information covering a variety of compliance issues, multiple-market disciplines and the general primary functions of an account manager when supporting the producing agent/consultant in handling and processing new and renewal business as well as ongoing service.**

It's understood that the title account manager will vary. However, it is these individuals in the agency who keep the processes moving forward through the service they provide to their clients (internally and externally). Account managers should be empowered by their producers to take an active role in serving their clients, and this training ensures guaranteed professional success.

Course instruction will be delivered through NAHU's Online Learning Institute:  
<http://www.nahu.org/professional-development/courses>

Contact Student Services:  
[ProfessionalDevelopment@nahu.org](mailto:ProfessionalDevelopment@nahu.org) or (844) 257-0990

***Discounts offered to NAHU corporate partners and company groups over 25.***