

# CERTIFICATION COURSE

# VOLUNTARY WORKSITE

## Delivered in Classroom and Online Self-Study

Voluntary/Worksite products are not new to the employee benefit industry. However, the surge of interest in these products has accelerated in recent days as employers seek ways to help attract and retain talent. The industry has responded swiftly with new products, new features, new enrollment technologies and many changes to the underwriting rules of these products. This additional opportunity has created new responsibilities for agents, brokers and consultants, as advising clients in this area will differentiate their value to the consumers they serve.

NAHU has created a new three-hour Voluntary/Worksite Certification course to address professionals in need of strong technical knowledge of the rules and regulations pertaining to various types of voluntary/worksite products and proven methods for communicating those options to employers and employees in a compelling way. The course is approved for continuing education credits in 48 states, can be taken in a classroom setting or online self-study at the student's own pace and includes convenient access to a personal online library.



## COURSE SUMMARY

- An overview of all the voluntary/worksite products that are available to employers
- Review why employers would consider voluntary/worksite over traditional ancillary
- Consider the market drivers of voluntary products at the worksite
- Provides a complete review of the underwriting rules and enrollment tools that are emerging
- Suggests enrollment and communication strategies and tactics
- Review the taxation issues associated with voluntary/worksite products
- Explain the HR/Administrative issues that employers need to know
- Implementation of case studies



Discounts offered to NAHU  
Corporate Partners and  
company groups over 25.

Course instruction will be delivered through NAHU's Online Learning Institute (OLI) at <http://www.nahu.org/education/certifications/index.cfm>

NAHU Learning Institute Classroom – Contact Student Services:  
[ProfessionalDevelopment@nahu.org](mailto:ProfessionalDevelopment@nahu.org) or (202) 595-0796