



CERTIFICATION COURSE

# ADVANCED BENEFITS ACCOUNT MANAGER

*Delivered Online Self-Study*



## COURSE SUMMARY

- Review of the Benefits Account Manager Course
- Working with Clients
- Working with Carriers
- ERISA
- COBRA
- Human Resources & Benefits Administration
- Taxation & Benefit Programs
- Cafeteria
- Claims and Cost of Care
- Technology

The curriculum content for this course was developed by contributors and instructors that played a critical part in the development of the Benefits Account Manager Certification course. NAHU's lead instructors deliver their knowledge online in a meaningful way that explains principles from a practitioner's view.

**The purpose of this advanced level of benefits account management training is to provide seasoned professionals with a deeper understanding of the complex role they play while achieving a higher level of confidence in supporting clients while conveying the value of benefits using creative consultation, regardless the size of the group.**



Account managers' employers expect them to serve as the primary relationship owner for an assigned group of top tier client accounts with demonstrating ownership for retention and growth. With the completion of this course, account managers will ensure clients derive maximum value from their services, prepare implementation plans and lead client onboarding, present content strategy, and play an integral part of their client's annual plan. Delivery will consist of online lectures, reading material to support the lecture, quizzes and a final exam to ensure comprehension.

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.***