

CE Credits

NAHU has more than 200 chapters across the country that host meetings providing monthly continuing education credit opportunities. At NAHU's Annual Convention and Capitol Conference, attendees can also earn continuing education and PACE credits. Visit NAHU's education website for additional information, to view the calendar of events and new on-line training programs

Speakers Bureau

NAHU's online Speakers Bureau (www.nahu.org/education/speakers.cfm) provides direct access to a database of state-accredited speakers, sorted by name, topic or location. NAHU chapters can obtain speakers' contact information, biographies, outlines and handouts—everything they need to file for CE. This unique resource allows NAHU's chapters across the country to share quality education resources.

Ethics Course

The course is **FREE** to members at <http://nahuethics.insurancestudy.com>. NAHU has created this course in response to numerous requests. Following sound ethical practices is essential for any business, but especially so for an insurance professional. Agents' reputations are a reflection of how their business and personal ethics are viewed by clients, prospects, referral sources and the carriers they represent.

**For more information contact
Farren Ross, Vice President of Education
703-276-3825 • fross@nahu.org**

www.nahu.org



**National Association of Health Underwriters
2000 North 14th Street • Suite 450
Arlington, VA 22201
703-276-0220 • 703-841-7797**

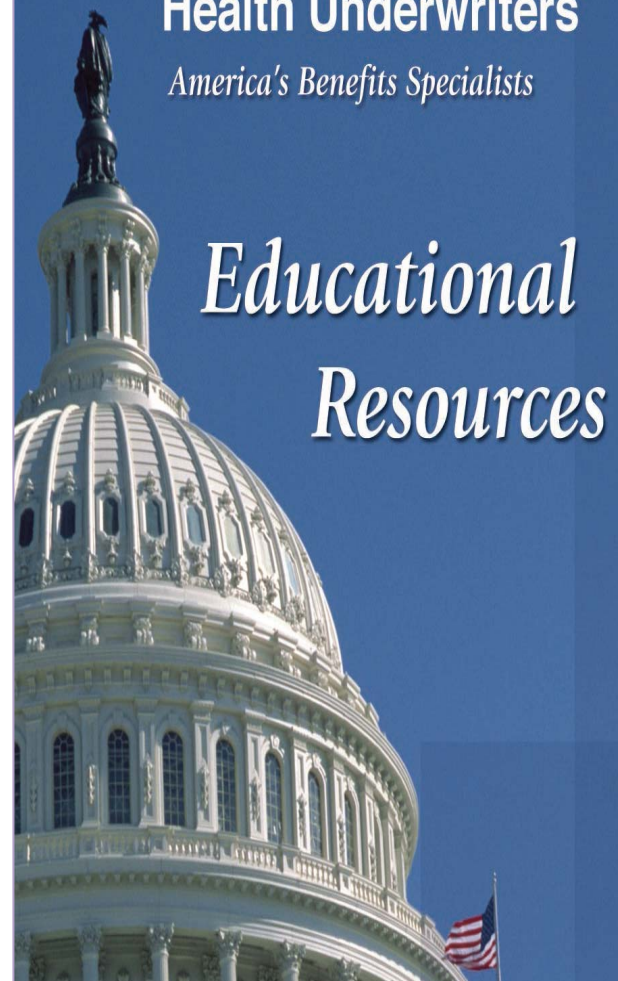
NAHU



National Association of Health Underwriters

America's Benefits Specialists

Educational Resources



**National Association
of Health Underwriters**

America's Benefits Specialists

NAHU continues its mission by teaming with the industry experts and providing resources made available through our partnerships with universities, associations and education specialists. To provide members with multiple educational opportunities to obtain professional designations and earn continuing education credits.

Designation Courses:

- **Registered Health Underwriter (RHU):** A college-accredited course covering medical insurance, disability income insurance, long-term care insurance and managed care. Online classes are available exclusively to NAHU members.
- **Registered Employee Benefits Consultant (REBC):** A college-accredited course covering pensions, retirement planning, group medical plans, long-term care, executive compensations and personnel management.
- **Disability Income Associate (DIA):** A course introducing readers to disability income insurance including exploring history, current trends, government and employer-sponsored programs, application and underwriting processes, contractual provisions, claims and taxation.
- **Employee Health Benefit Associate (EHBA):** A course that provides a survey of the various benefit plans (POPs, FSAs, HRAs and HSAs) available today, explaining how each of them works and discussing differences and similarities, advantages and disadvantages, regulation and taxation.
- **Certified Employee Benefit Specialist (CEBS):** A program that offers you the opportunity to earn designations in three distinct areas of specialization: group benefits (GBA), retirement (RPA) and compensation (CMS). Earn a designation in each of the specialty tracks and, at the same time, receive credit that will qualify toward earning the CEBS designations.

- **Certified Self-Funding Specialist (CSFS®):** An online designation through the Health Care Administrators Association (HCAA) focused on the self-funding benefit model and its associated ERISA framework. The required coursework to obtain the CSFS certification is delivered online through WebCE, a nationwide leader in continuing education.

- **Certified in Long-Term Care (CLTC):** A designation program which is foundationally about "planning" for long-term care. The training provides students with information and guidance to families on home care, assisted living, nursing homes, social services, taxes, law and—most important—how to pay for these resources.

NAHU also partners with government agencies such as the Social Security Administration, Centers for Medicare and Medicaid Services and the Department of Labor to provide information that will give NAHU members an edge over their competitors.

Making it Easy with Virtual Studies

Realizing that it's sometimes tough for insurance professionals to travel to conferences for in-person education sessions, NAHU offers regular webcasts — Internet teleconferences in which you can participate from your office or home. The industry's most knowledgeable speakers lead these webcasts, and participants have the opportunity to send presenters questions in real time. All of the latest topics are covered, including legislation, disability, Medicare, HIPPA, COBRA, wellness, LTCI and more.

Audio recordings from live webcasts can be purchased in CD format at <http://www.nahu.org/education/index.cfm>.

Certification Courses:

- **Medicare Advantage and Part D Prescription Drug Plans:** NAHU, along with America's Health Insurance Plans (AHIP) and the Association of Health Insurance Advisors (AHIA), have launched a new online course designed to strengthen brokers, agents and plan-marketing staff's ability to provide the information beneficiaries need to make the decisions that are best for them.

- **Consumer-Directed Health Care:** NAHU has created a new consumer-directed health care certification course. The four-hour course provides technical, actionable information that can be used to help clients consider fast-evolving plans and implement them.

- **Wellness:** NAHU has created a new wellness certification course. The two-hour course helps clients to address controllable behaviors and guidance on plan implementation.

- **LTC Partnerships:** As a result of the Deficit Reduction Act of 2005, state long-term care partnership programs are expanding. NAHU and AHIP have released the new *Long-Term Care Partnership Programs: Understanding Needs, Solutions, and Ethical Considerations* course. NAHU members can enroll at the member rate.

Member Benefits

One of the primary focuses of the NAHU Education Department is providing a variety of continuing education opportunities to NAHU members. Formalizing relationships with continuing education providers and offering their products and services is a valuable benefit to the professional growth of an NAHU member.

Take advantage of member-only discounts on tuition, course enrollment, webcasts, publications and revenue-sharing opportunities that make your learning experiences even more worthwhile. Find enrollment information at:
<http://www.nahu.org/education/index.cfm>