

# CIGNA delivers meaningful solutions to your business needs



Producer Education Program

*Academy by CIGNA is a free continuing education program for insurance producers and consultants, created to help you achieve your career goals through professional development. Our courses are designed exclusively for insurance benefits professionals, and include timely topics that will help you offer your clients compelling information and credible advice.*

## Academy by CIGNA offers:

- Training that is engaging and interactive
- Courses developed by subject matter experts with extensive industry experience
- Instructors who are state-approved CIGNA professionals
- A suite of courses on topics that interest you most and are relevant to both new and seasoned professionals
- Continuing education (CE) credits required for insurance license renewal
- Credibility with your clients to assist in growing your business

## Academy by CIGNA – Current Curriculum *(Availability may vary by state)*

### International & Expatriate Courses

Duty of Care  
Global Benefits – Legal Issues  
Global Health Care Management Services  
International Benefits – Issues and Challenges  
International Learning Concepts  
Global Health Care Consumerism (*Medical Tourism*)

### Health Insurance Courses

Advanced Underwriting: Funding Options and Settlement  
Advanced Underwriting: Rate Projection Process  
Advanced Underwriting: Minimum Premium  
Anatomy of a Deal  
General Underwriting Principles with or without case study  
Stop Loss 101 and 201 – *New in 2009*  
Self-Funding and Stop Loss – *New in 2009*  
Consumerism 101 and 201 – *Both New in 2009*  
Ethics for Insurance Producers – *Recently Updated*  
Corporate Wellness – *New in 2009*  
PBMs – Basics to Specialty – *New in 2009*  
Behavioral Health 101

### Group Insurance Courses

Accident Insurance – An Often Missed Opportunity  
Disability, Integration, Productivity  
Family and Medical Leave Act  
Long-Term Disability – Underwriting and Pricing  
Urban Legends of Disability  
Group Benefits Consulting – Product Training  
Group Benefits Consulting – Underwriting Training  
Group Term Life Insurance  
Health and Productivity in the Workplace  
Dental Plans  
Voluntary Benefits  
Travel Assistance



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*it's time for a change*

# Highlights of Our Most Popular Courses



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## Long-Term Disability Underwriting and Pricing

This course covers a wide range of topics, from the nuts and bolts of manual rating to the intricacies of experience rating. You'll deepen your knowledge of the terms and concepts related to long-term disability (LTD) insurance rating.

## Urban Legends of Disability – Disability 101

This unique course confronts some of the misconceptions about disability insurance. Together, we'll separate fact from fiction, and you'll gain a comfortable understanding of the terms and concepts related to short-term and long-term disability.

## Accident Insurance – An Often Missed Opportunity

This course focuses on providing you with a thorough overview of accident insurance products, how and why your clients should consider adding them, and how current market conditions relate to accident insurance.

## International Benefits – Issues and Challenges

This course presents the implications of international benefits on the ever-growing number of organizations that have or are entering into global operations.

## Global HealthCare Management

This provides an overview of types of service that can be provided as a part of managing a global health care program.

## Global Benefits – Legal Issues

This session presents the range of state, federal, and international regulations and their implications for international benefit administration and plan design. Complexity, increased risk, and critical issues for the organizations, their officers and employees are among the topics discussed.

## Stop Loss 101

Risks inherent across Stop Loss carriers based on the numerous products, contract types and administration requirements are addressed. Information to key stakeholders regarding the mechanisms of Stop Loss, what it is, and how it works is given.

## PBM's – Basics to Specialty

This program addresses the nuances of Pharmacy Benefit Managers and takes the participant from the basics to the ever-growing specialty Rx market.

## Corporate Wellness

The need for corporate wellness is reviewed along with the definition, legal implications and essential elements of the programs. Implementation and case studies for wellness programs are also explored.

**To sign up for an Academy by CIGNA class at a place and time convenient for your busy schedule, contact your local CIGNA representative today.**

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