



Insurance
INSTITUTE OF EAST AFRICA

HEALTH INSURANCE ASSOCIATE (HIA®) DESIGNATION

-A Professional Designation for Health Insurance Professionals-



Powered By:



Course Overview

In a competitive work environment, employers depend on key performers. When you earn your Health Insurance Associate (HIA®) designation, you'll be among 20,000+ professionals who have joined the industry's elite by mastering this challenging, but rewarding, professional program.

To earn this career-driving designation, start by completing the following required courses: -

- Fundamentals of Health Insurance, Part A (Basics of Health Insurance)
- Fundamentals of Health Insurance, Part B (Basics of Company Operations)
- Health Insurance Advanced Studies, Part A
- Supplemental Health Insurance

Then complete two electives. Select from the following options:

- Disability, Part I (Primer)
- Disability, Part II (Advanced Issues)
- Disability, Part III (Group and Worksite Issues)
- Fraud, Part I (Introduction)
- Long-Term Care, Part I (Needs and Options)
- Long-Term Care Professional (LTCP) - Combined Course

Learning Objectives

On completion of this course you'll demonstrate to your colleagues and partners that you've achieved a thorough knowledge of all aspects of health insurance.

Important Notice: If Long-Term Care Professional (LTCP) - Combined Course is one of the electives selected, fees charged will vary. Enquire before enrollment.

Required Courses (Compulsory)

Fundamentals of Health Insurance, Part A (Basics of Health Insurance)

Module 1: An Introduction to Insurance

Module 2: The Insurance Industry

Module 3: Medical Expense Coverage

Module 4: Supplemental Coverages

Module 5: Disability Income Insurance and Long-Term Care Insurance

Module 6: Employer-Sponsored Health Insurance

Module 7: The Insurance Contract

Module 8: Provisions of Group Medical Expense Insurance Contracts

Module 9: Provisions of Group Medical Insurance Contracts

Module 10: Provisions of Individual Medical Expense Insurance

Module 11: Group Health Insurance Sales

Module 12: Individual Health Insurance Sales

Module 13: Sales Compensation

Module 14: Marketing

Module 15: Underwriting of Group Health Insurance

Module 16: Underwriting of Individual Health Insurance

Module 17: Reinsurance and Stop-Loss Insurance

Module 18: Health Insurance Past, Present, and Future

Fundamentals of Health Insurance, Part B (Basics of Company Operations)

Module 1: The Administration of Group Health Insurance Plan

Module 2: The Issuance and Installation of Policies

Module 3: Policy Renewal and Changes

Module 4: Premium Billing and Payment

Module 5: Claim Administration

Module 6: The Submission of Claims

Module 7: Claim Processing

Module 8: Disability Income Claims

Module 9: Controlling Operational Cost

Module 10: Promoting Cost-Effective Health Care

Module 11: Health Insurance Fraud and Abuse

Module 12: Preventing Fraud and Abuse

Module 13: Pricing Health Insurance Products

Module 14: The Pricing Process

Module 15: The Regulation of Insurance

Module 16: Regulation of Health Insurance

Module 17: Government Involvement in Health Insurance

Health Insurance Advance Studies, Part A

Module 1: Where Do We Stand Now

Module 2: An Overview of American Health Insurance System

Module 3: Health Insurance Plans: Traditional Organizational Structure Alternatives

Module 4: Health Insurance Exchanges

Module 5: Health Insurance Under the ACA

Module 6: Medicare: Bedrock of Senior Healthcare

Module 7: Accountable Care Organizations (ACOs)

Module 8: Medicare Part D

Module 9: Medicaid: Pre- & Post Reform

Module 10: Moving Forward Post-Reform

Supplemental Health Insurance

Module 1: Hospital Indemnity Insurance

Module:2 Specified Illnesses Products

Module 3: Accident Coverages

Module 4: Individual Disability Income (DI) Insurance

Module 5: Dental Benefits

Module 6: Vision Care Benefits

Module 7: Prescriptions Drug Benefits

Module 8: Medicare Supplemental Insurance

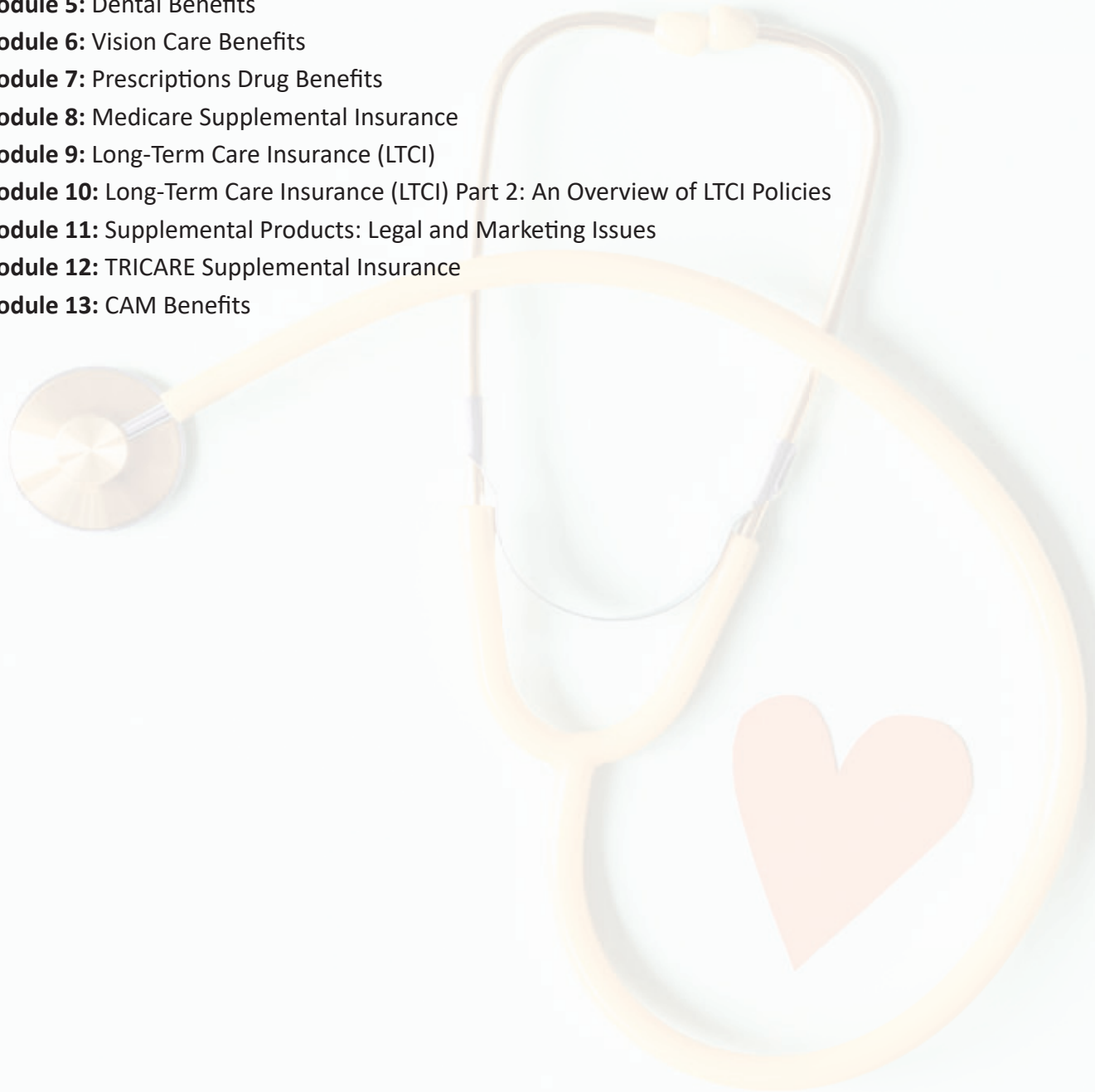
Module 9: Long-Term Care Insurance (LTCI)

Module 10: Long-Term Care Insurance (LTCI) Part 2: An Overview of LTCI Policies

Module 11: Supplemental Products: Legal and Marketing Issues

Module 12: TRICARE Supplemental Insurance

Module 13: CAM Benefits



Elective Courses (Select Two)

Disability, Part I (Primer)

- Module 1:** The Need for Disability income Insurance
- Module 2:** Government Disability Programs
- Module 3:** Qualifying for Benefits
- Module 4:** Benefits Payments
- Module 5:** Underwriting
- Module 6:** The Premium
- Module 7:** Claims
- Module 8:** Employer-Sponsored Disability Income Coverage
- Module 9:** Disability Income insurance In Context

Disability, Part II (Advanced Issues)

- Module 1:** introduction to Advances Planning with Disability Income Insurance
- Module 2:** Executive Bonus and Salary Continuation Plans
- Module 3:** combining Group and individual Disability Income Insurance Plans
- Module 4:** Disability Income Benefits and Tax-Qualified Retirements Plans
- Module 5:** Disability income Benefits and Nonqualified Retirement Plans
- Module 6:** Disability Business Overhead Expense Insurance
- Module 7:** Key-Person Disability Income Insurance
- Module 8:** Disability Buyout Insurance
- Module 9:** Disability Income, Budgeting, and Life Insurance Planning
- Module 10:** Disability Income, College Education Funding, and Retirement Planning
- Module 11:** Disability Income, Long-Term Care Planning, and Estate Planning

Disability, Part III (Group and Worksite Issues)

Module 1: Introduction to Group Disability Income Insurance

Module 2: Sources of Disability Income

Module 3: Marketing and Distribution

Module 4: The Sales Process

Module 5: Eligible Group

Module 6: Pricing the Group

Module 7: Underwriting the Group

Module 8: Product Features

Module 9: Special Features and Plan Design

Module 10: Claims Administration Adjusting the Claim

Module 11: Claims Management

Module 12: Voluntary Worksite Products

Module 13: The Regulatory Environment

Module 14: Tax Considerations

Fraud, Part I (Introduction)

Module 1: Health Care Fraud: An overview

Module 2: Provider Fraud and Abuse

Module 3: Consumer Fraud

Module 4: Agent, Broker, and Employee Fraud

Module 5: Managed Care Fraud

Module 6: Disability Income Insurance Fraud

Module 7: A Summary of Fraudulent Practices

Module 8: The Insurer Anti-Fraud Program

Module 9: The Detection of Fraud

Module 10: Investigation Review of Files and Record

Module 11: Investigation Interviews and Surveillance

Module 12: Investigating Evidence and Reporting

Module 13: The Detection and Investigation of Managed Care Fraud

Module 14: The Detection and Investigation of Disability Fraud

Module 15: Collaborative Anti-Fraud Efforts

Module 16: Laws Against Health Care Fraud

Module 17: Legal Issues Affecting Anti-Fraud Activities

Module 18: Outcomes of Anti-Fraud Activities

Long-Term Care, Part I (Needs and Options)

Module 1: Long-Term Care Overview

Module 2: Paying for Long-Term Care

Module 3: Personal Funding Sources

Module 4: The Medicare Program

Module 5: The Medicaid Program

Module 6: Long-Term Care Insurance

Module 7: Spreading the Word

Module 8: Seminar Selling

Module 9: Face-to-Face Selling

Module 10: Policy Delivery

Module 11: Post-Sale Service

Module 12: Ethical Market

Module 13: Underwriting, Claims, and Cost Control

Long-Term Care Professional (LTCP) Combined Course

Module 1: Long-Term Care, An Overview

Module 2: Paying for Long-Term Care

Module 3: Medicare

Module 4: Medicaid

Module 5: Home Equity

Module 6: Annuities

Module 7: Life Insurance

Module 8: Long-Term Care Insurance

Module 9: Qualifying for Benefits

Module 10: LTC Settings and Services

Module 11: The Elimination Period

Module 12: Benefits

Module 13: Other LTCI Policy Provisions

Module 14: The Premium

Module 15: Employer-Sponsored LTCI

Module 16: The Taxation of LTCI

Module 17: LTC Partnerships

Module 18: LTC Hybrid Products and CCRCs

Module 19: LTC Planning and Sales

Module 20: Market-conduct Sustainability

Module 21: Underwriting

Module 22: Claims

Module 23: LTCI Administration

Supplemental Health Insurance

Module 1: Hospital Indemnity Insurance

Module 2: Specified Illnesses Products

Module 3: Accident Coverages

Module 4: Individual Disability Income (DI) Insurance

Module 5: Dental Benefits

Module 6: Vision Care Benefits

Module 7: Prescriptions Drug Benefits

Module 8: Medicare Supplemental Insurance

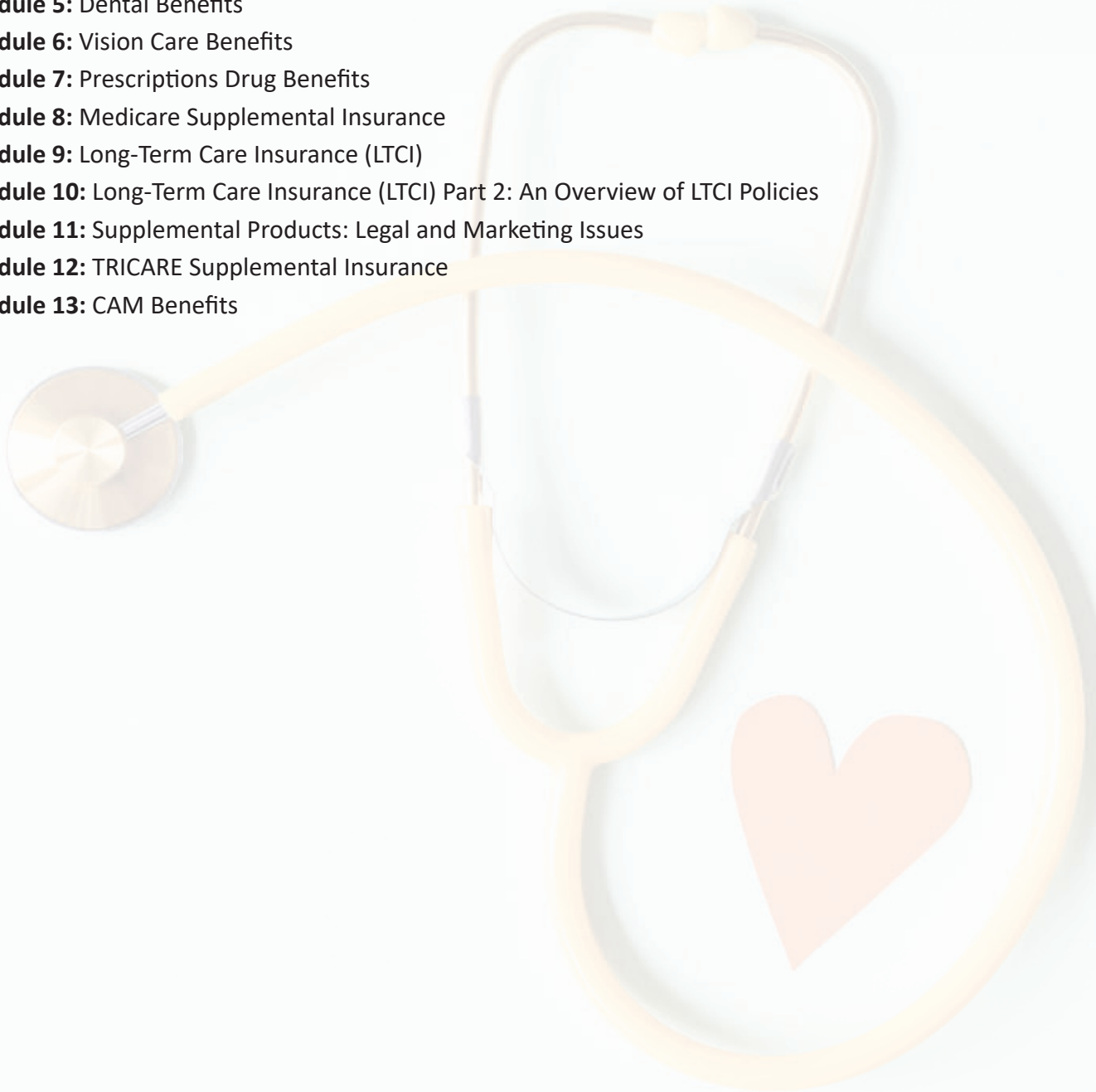
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Enroll today and get ready to learn, achieve, and succeed.

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