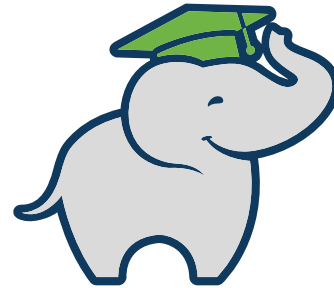


# TOTAL CSR EMPLOYEE BENEFITS

COURSES AND SKILLS LEARNED

## TOPICS COVERED

Agency 101	Tax-Advantaged Accounts
Medical	Life Insurance
Dental	Long-Term Disability
Vision	Voluntary Benefits
ERISA	HIPAA
COBRA	



**ASHTON VOLK, QCLS, QPLS, QEBS, PCIA**

VP of Sales  
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## SKILLS LEARNED

- Utilize Proper Insurance Terminology
- Obtain Required Submission Information
- Complete Small and Large Group Submissions
- Compile Submissions
- Compare & Contrast Quotes
- Prepare Proposals
- Binding Coverage & Enrollment Implementation
- Policy Checking
- ACA Requirements & Compliance
- Client and Plan Participant Support