

## Chartered Healthcare Consultant™ (ChHC™)



Healthcare Reform

WHAT  
YOU NEED  
TO KNOW.

Your Competitive Advantage  
in the New World of Healthcare



## Start with The Essentials of Healthcare Reform (HS 345)

The starting point for the ChHC™, the first comprehensive academic credential to incorporate all of the new dynamics around healthcare reform, is *The Essentials of Healthcare Reform* course (HS 345).

This 10-week program is delivered in the popular webcast format, with proctored exams in convenient local testing centers for full college credit.

### ***The Essentials of Healthcare Reform covers such key topic areas as:***

- Mandated changes and immediate adjustments to social programs
- The terms and definitions to operate in the new environment
- Programs and incentives offered by the government
- Effective dates and timelines
- Grandfathered plans and employer advantages & disadvantages
- State exchanges and the “navigator” role
- Medical loss ratios
- Internal and external review processes
- Early Retiree Reinsurance Program (ERRP)
- Impacts to HIPAA, ERISA and the CLASS Act
- Effect on FSAs, HSAs, and Cafeteria Plans
- How advisor business models will be impacted

### **The information benefits advisors need now.**

*The Essentials of Healthcare Reform* is just the first of six rigorous courses needed for advisors to complete the Chartered Healthcare Consultant™ designation, the premier educational program that offers an advanced understanding of the new complexities in healthcare.

Professionals pursuing this designation will gain the knowledge, skill, and confidence necessary to counsel clients on the full spectrum of health insurance options and to diversify their business models into fee-based healthcare consulting.

Passage of healthcare reform legislation has brought tremendous change to all areas of the American healthcare and insurance industries. Advisors need the relevant, real-time information the ChHC™ curriculum contains to be able to provide clients with meaningful answers.

### **A conversation with**



**Allen C. McLellan,**  
CASL®, ChFC®, CLU®,  
LUTCF, CFP®

Associate Dean,  
Assistant Professor  
of Insurance

### **Who should take The Essentials of Healthcare Reform course?**

*There is so much knowledge here that advisors must have to be effective now, whether they are calling on individuals or businesses. Even those who don't routinely work on the healthcare side of benefits will want to know the basic terminology and parameters of the new law, because ancillary benefit programs will also be affected. Healthcare is what employers and individuals are thinking about, and these courses offer the first in-depth, comprehensive approach to quality education on the issue.*

### **Why is this new designation program creating so much interest?**

*The ChHC™ (Chartered Healthcare Consultant™) credential is the most robust, credible designation for healthcare consultants. That's the way we've designed the program, and it's built on real-time information. In fact, students who take The Essentials of Healthcare Reform course will have access to updates for a full year to keep them current as implementation changes are made to healthcare reform.*

## Additional Requirements for the Chartered Healthcare Consultant™

ChHC™ designees must complete five required courses and one elective:

REQUIRED COURSES (5)	ELECTIVES (Select 1)
<b>HS 345</b> The Essentials of Healthcare Reform <b>NEW</b>	<b>HS326</b> Planning for Retirement Needs
<b>HS 346</b> The Healthcare Consultant <b>NEW</b>	<b>HS 342</b> Executive Compensation
<b>HS 313</b> Individual Health Insurance	<b>HS 343</b> Compensation and Personnel Management
<b>HS 325</b> Group Benefits	<b>HS 344</b> Advanced Topics in Managed Care
<b>HS 340</b> Advanced Topics in Group Benefits	<b>HS 351</b> Health and Long-Term Care for Seniors

In addition, designees must adhere to The American College Code of Ethics, have a minimum of three-years of professional experience, and comply with The College's PACE continuing education and recertification program. Please refer to [TheAmericanCollege.edu/PACE](http://TheAmericanCollege.edu/PACE) for more information.

### Earn a Certificate in Healthcare Reform Studies!

Students completing the first two courses in the ChHC™ curriculum, *The Essentials of Healthcare Reform* and *The Healthcare Consultant*, will earn a special Certificate in Healthcare Reform Studies to demonstrate their mastery of this knowledge to clients and colleagues.

### Learn More

Contact a professional education counselor today to discuss your educational options: **888-263-7265** and visit [TheAmericanCollege.edu/Healthcare](http://TheAmericanCollege.edu/Healthcare) for updates.

## Register for Your First Course Today!



**The Essentials of Healthcare Reform** This course is a comprehensive study of major healthcare reform in the United States. The student will understand the issues that lead to reform and the significant changes mandated in the 2010 healthcare reform legislation. Students will learn the details of grandfathered health plans, state exchanges, medical loss ratios, and revised internal and external review processes under healthcare reform. The course also will explore the CLASS act and the effect of healthcare reform on HIPAA and ERISA legislation.



**The Healthcare Consultant** The course first reviews the effects of healthcare reform at the federal and state levels and the consequences for insurers, employers, and individuals. Next, the course explores the regulatory environments including state regulations and federal agencies such as the Department of Labor, Internal Revenue Service, and the Department of Health and Human Services. With that overview, the subject turns to the evolving role of the healthcare consultant and new opportunities as a fee-based healthcare consultant. Finally, the course explores group health plans, individual plans, and ethical business practices.

To register, complete and return the form on the back of this brochure with your payment or call a student counselor at **888-263-7265**.

**Instructions:**

- Check: please mail your completed form with tuition charges to **270 S. Bryn Mawr Ave, Bryn Mawr, PA 19010-2196**
- Credit card: please fax completed form to **610-526-1300** attn: Angie Parks.

**Privacy Policy** The American College respects the right to privacy of its students and is committed to safeguarding the personal information of each student. Please visit our website, [TheAmericanCollege.edu](http://TheAmericanCollege.edu), to view the full policy.

**Your Key Data**

*(No materials will be shipped to you for these courses, but we need the following information to set up your student account with The American College.)*

Legal Name: \_\_\_\_\_

Social Security #: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Company Affiliation: \_\_\_\_\_  Male  Female

Agency/Firm: \_\_\_\_\_

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Primary E-Mail: (required) \_\_\_\_\_ Alternate E-Mail: \_\_\_\_\_

**Mailing Address** ( check here if same as above)

Street: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_

Zip/Postal Code: \_\_\_\_\_ Country: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

I am a new student  I am a returning student My student number is \_\_\_\_\_

I request CE credit for my course(s)  Yes  No (If left unchecked, CE will not be processed) CE Fee \$ \_\_\_\_\_

To review the most current CE fees, please visit [TheAmericanCollege.edu/CE](http://TheAmericanCollege.edu/CE)

Course Number	Course Name	Class and Testing Schedule	Tuition
<b>NEW!</b> HS 345	<i>The Essentials of Healthcare Reform</i>		\$599
<b>NEW!</b> HS 346	<i>The Healthcare Consultant</i>		\$599

See [TheAmericanCollege.edu/ChHC](http://TheAmericanCollege.edu/ChHC) for Class and Testing Schedules

**Fee Summary**

Admission Fee (all new students; one-time; nonrefundable): \$135	\$ _____
Tuition	\$ _____
Continuing Education Fee (if applicable; nonrefundable)	\$ _____
<b>Total All Fees</b>	<b>Total \$ _____</b>

**Method of Payment**

Promo code (if applicable) \_\_\_\_\_

Check (Make Check Payable to The American College)

Credit Card  VISA  MC  AMEX  DISCOVER *(Credit card must be associated with the mailing address provided above)*

Account Number: | | | | | | | | | | | | | | | | | | | | | | Exp. Date | | | |

Signature \_\_\_\_\_ Total amount enclosed and/or charged: \$ \_\_\_\_\_

*This signature serves as my agreement to The College's refund policies and authorization to charge my credit card:*