

Unum's Broker Development Program

In the rapidly changing world of employee benefits, you need a partner who can keep you up to date. Unum training resources deliver comprehensive education that will keep your skills sharp and your knowledge fresh with coaching to help you achieve you or your firm's development goals.

Our Most Popular Training Topics

Voluntary Benefits – Learn about the increasing need for voluntary benefits and how to prepare for the changing benefits marketplace in the future. Content includes product deep dives and a clear understanding of the steps involved in implementation and enrollment.

FMLA/ADA – Often taught by either our legal team or our FMLA unit team – we can teach the ins and outs of FMLA laws, management, and HR responsibilities. Varying lengths of courses and strategic focus topics are available.

HR/Benefit Technology – Technology is changing quickly, our digital partnership team provides an overview of where technology has been, where it's going, and how to manage it for customers. Topics shift based on current market relevance and developments.

Executive/Individual Disability – Our IDI team lays out all the reasons you should be doing more disability business in easy to understand content with proven business approaches to success.

Effective Client Management – Learn how to come together with your carrier partner to deliver a quality client experience from start to finish.

A Variety of Resources to Support Development

- Shared customer book reviews with opportunity strategy and identification
- Online tools, resources, and industry insights
- The availability of experts who can conduct customer centric training
- A robust curriculum of live and self-serve courses for CE, HRCI, PACE, and SHRM credits

Customized Trainings & Materials

Our goal is for you to be successful. We pledge to provide:

- Relevant training content
- Industry subject matter experts
- Curriculum development that fits your needs

For more information, please contact BrokerEducation@Unum.com.