

Continuing Education for Life and Accident Insurance Producers

<u>COURSE NAME</u>	<u>SOURCE</u>	<u>CREDIT HOURS</u>
401 (K) Plans	WebCE	5
4-Hour Annuity Training Course Audio Enabled	WebCE	4
AML: Understanding the Rules for Insurance Producers and Employees	WebCE	2.0 (E)
Annuities: Definition, Suitability and Riders	WebCE	7
Anti-Money Laundering for the Insurance Industry	WebCE	2.0 (E)
Avoiding Errors and Omissions Claims: A Guide for Ins. Producers	WebCE	6
Critical Illness Insurance	WebCE	4
Cyber and Privacy Liability Exposures and How to Insure Them	WebCE	8
Deferred Income Annuities and QLACs	WebCE	3
Disability Income Insurance	WebCE	7
Distribution Planning	WebCE	12
E&O Issues and Answers	WebCE	2
Effective and Ethical Communication with Seniors	WebCE	6 (E)
Estate Planning Techniques for Small Business Owners	WebCE	5
Ethical Practice Standards for Today's Producer	WebCE	4 (E)
Ethical Principles, Ethical Practices	WebCE	3 (E)
Ethically Serving Seniors with Diminished Capacity	WebCE	3 (E)
Ethics and Seniors: Understanding the Mature Market	WebCE	3 (E)
Ethics and the Trust Factor	WebCE	3 (E)
Ethics for Producers: Cases and Comments	WebCE	2 (E)
Ethics for Insurance Services Practitioner	WebCE	3 (E)
Ethics: Performance With Integrity	WebCE	3 (E)
Final Expense Insurance	WebCE	4
Financial Planning for Today's Consumer	WebCE	12
Fixed Annuities	WebCE	8
Fundamentals of Estate Planning	WebCE	14
Guaranteed Living Benefits for Variable Annuities	WebCE	6
Health and Accident Insurance	WebCE	7
Indexed Annuities	WebCE	12
Individual Retirement Accounts	WebCE	6
Inherited IRAs	WebCE	5
Insurance for Estate Planning	WebCE	5
Insurance Fraud	WebCE	6 (E)
Insurance Fraud: Understanding the Issues	WebCE	4 (E)
Introduction to Indexed Products	WebCE	6
Introduction to Life Insurance	WebCE	8
IRA Rollover	WebCE	6
Irrevocable Life Insurance Trusts	WebCE	6
Life & Health Insurance Law	WebCE	8
Life & Health Insurance Principles	WebCE	9
Life & Health Insurance Essentials	WebCE	24
Life Insurance Concepts	WebCE	8

<u>COURSE NAME</u>	<u>SOURCE</u>	<u>CREDIT HOURS</u>
Life Insurance for Businesses	WebCE	8
Life Insurance Ownership and Beneficiary Designations	WebCE	8
Life Insurance Strategies for Small Businesses	WebCE	12
Life Insurance Underwriting	WebCE	5
Living Trust and Avoiding Probate	WebCE	7
Maximizing Integrity in Decisions with Seniors	WebCE	6 (E)
Personal Life Insurance Planning	WebCE	4
Pre-Need Planning	WebCE	4
Principles of Wealth Management	WebCE	6
Risk Management	WebCE	3
Section 1035 Exchanges	WebCE	5
Senior Market Sales Ethics	WebCE	4 (E)
Senior Needs Planning	WebCE	15
Social Security Strategies	WebCE	5
Structuring the Annuity Contract	WebCE	5
Survey of Employee Benefits	WebCE	12
Taxation of Life Insurance and Annuities	WebCE	8
Universal Life Insurance	WebCE	6
Variable Annuities	WebCE	6
Variable Universal Life	WebCE	5
Viatical and Life Settlements: The Life Insurance Secondary Market	WebCE	5
HIPAA Training for Individuals: Insurance Brokers and Agents	HIPAA Training.com	1.5
HS 311 Fundamentals of Insurance Planning	The American College	24
HS 323 Individual Life Insurance	The American College	24
HS 324 Life Insurance Law	The American College	24
HS 330 Fundamentals of Estate Planning	The American College	24
HS 331 Planning for Business Owners and Professional	The American College	24
HS 300 Financial Planning: Process and Environment	The American College	24
HS 321 Income Taxation	The American College	24
HS 326 Planning for Retirement Needs	The American College	24
HS 328 Investment	The American College	24
HS 334 Estate Planning Application	The American College	24
HS 375 Introduction to Disability	The American College	24
HS 376 Legal and Financial Issues for Special Needs Families	The American College	24
HS 333 Personal Financial Planning: Comp. Case Analysis	The American College	24
HS 319 Applications in Financial Planning II	The American College	24
IBC Practitioner's Program Case	Nelson Nash Institute	24