

### **Annuity Training:**

Annuity Suitability: 4-Hour Training Course | (Life/Health/Variable – 4hrs)

### **Anti-Money Laundering:**

Anti-Money Laundering: Suspicious Activities and SARs | (General – 1hr)

Anti-Money Laundering: Suspicious Activities and SARs (Spanish) | (General – 1hr)

Anti-Money Laundering: Threats, Vulnerabilities, and Strategies | (General – 2hr)

Anti-Money Laundering: Threats, Vulnerabilities, and Strategies (Spanish) | (General – 2hr)

Anti-Money Laundering: Understanding the Problem and the Programs to Fight It | (General – 2hr)

Anti-Money Laundering: Understanding the Problem and the Programs to Fight It (Spanish) | (General – 2hr)

Anti-Money Laundering: Standards for the Insurance Industry | (Life/Health/Variable – 2hr)

### **Certification:**

Flood Insurance | (Flood – 3hrs)

### **Claims – Adjuster CE Credits:**

Claim Evaluation and Settlement, 2<sup>nd</sup> Edition | (Adjuster/General – 4hrs)

Claim Statements, 4<sup>th</sup> Edition | (Adjuster - Property and Casualty – 5hrs)

Liability Insurance Practices, 2<sup>nd</sup> Edition | (Adjuster - Property and Casualty – 6hrs)

Negotiation Skills, 4<sup>th</sup> Edition | (Adjuster – 4hrs)

### **Claims - General CE Credit:**

Claim Basics, 4<sup>th</sup> Edition | (Property and Casualty – 2hrs)

Claim Evaluation and Settlement | (Property and Casualty – 4hrs)

Claim Investigation, 2<sup>nd</sup> Edition | (General – 5hrs)

Medical Tests and Signs, 4<sup>th</sup> Edition | (General – 4hrs)

### **Classroom Equivalency:**

Classroom Equivalency Course: Anti-Money Laundering Laws & Practices, 2<sup>nd</sup> Edition | (General – 4hrs)

Classroom Equivalency Course: Business Auto Coverage | (General – 3hrs)

Classroom Equivalency Course: Long-Term Care Policies | (General – 4hrs)

Classroom Equivalency Course: Personal Auto Coverage, 7<sup>th</sup> Edition | (General – 4hrs)

Classroom Equivalency Course: Personal Lines Concepts | (General – 6hrs)

### **Estate Planning:**

Estate Planning Concepts, 13<sup>th</sup> Edition | (General – 14hrs)

ILITs and Estate Planning, 3<sup>rd</sup> Edition | (General – 2hrs)

Introduction to Trusts: Case Studies, 3<sup>rd</sup> Edition | (General – 4hrs)

Problematic Beneficiary Designations, 3<sup>rd</sup> Edition | (General – 4hrs)  
Understanding Wills and Intestacy, 2<sup>nd</sup> Edition | (Life/Health/Variable – 3hrs)

**Ethics – Not for Ethics Credit:**

Ethical Practices, 2<sup>nd</sup> Edition Revised | (Life/Health/Variable with Ethics – 4hrs)

**Ethics – Approved for INS Ethics Only:**

Ethics, 3<sup>rd</sup> Edition | (Ethics – 3hrs)

Ethics at Work, 2<sup>nd</sup> Edition | (Ethics – 3hrs)

Ethics for Property and Casualty Professionals, 2<sup>nd</sup> Edition | (Ethics – 3hrs)

Ethics for the Insurance Professional, 4<sup>th</sup> Edition | (Ethics – 3hrs)

Financial Exploitation of Seniors: Why Insurance Agents Should Care | (Ethics – 2hrs)

Insurance Ethics and Consumer Protection, 2<sup>nd</sup> Edition, 3<sup>rd</sup> Edition | (Ethics – 1hr)

**Financial Planning:**

Annuities for Today's Investor, 1<sup>st</sup> Edition | (Life/Health/Variable – 3hrs)

Annuity Concepts, 2<sup>nd</sup> Edition Revised | (Life/Health/Variable – 3hrs)

Asset Allocation, 1<sup>st</sup> Edition Revised | (Life/Health/Variable – 3hrs)

Asset Allocation in Variable Annuities, 2<sup>nd</sup> Edition | (Life/Health/Variable – 2hrs)

Business Continuation Training Course, 3<sup>rd</sup> Edition | (Life/Health/Variable – 8hrs)

Business Insurance Concepts, 11<sup>th</sup> Edition | (Life/Health/Variable – 15hrs)

Equity-Indexed Annuities, 3<sup>rd</sup> Edition | (Life/Health/Variable – 3hrs)

Financial Exploitation of Seniors and Annuity Suitability (FINRA Rule 2330) | (General – 2hrs)

Financial Planning Process, 10<sup>th</sup> Edition | (General – 20hrs)

Financial Products Training Course, 7<sup>th</sup> Edition | (Life – 11hrs)

FINRA Rule 2330: Deferred Variable Annuities | (Life/Health/Variable – 1hr)

Indexed Products, 2<sup>nd</sup> Edition | (Life – 7hrs)

Section 529 Plans, 3<sup>rd</sup> Edition | (General – 3hrs)

Taxation of Life Insurance and Annuities | (Life/Health/Variable – 3hrs)

Understanding 1035 Exchanges | (Life/Health/Variable – 2hrs)

**Health Insurance:**

Advising Clients on Medicare, 2<sup>nd</sup> Edition | (Life/Health/Variable – 2hrs)

Disability Income Insurance, 4<sup>th</sup> Edition | (Health – 8hrs)

Employee Group Benefits | (General – 5hrs)

Group Insurance, 7<sup>th</sup> Edition | (Life/Health/Variable – 5hrs)

Health Care Reform, 4<sup>th</sup> Edition | (Health – 2hrs)

Health Concepts, 21<sup>st</sup> Edition | (General – 12hrs)

Health Insurance Fundamentals | (Life/Health/Variable with Ethics – 9hrs)

Health Saving Accounts, 3<sup>rd</sup> Edition | (Health – 4hrs)

Long-Term Care, 6<sup>th</sup> Edition | (Life/Health/Variable – 8hrs)

Long-Term Care Concepts, 5<sup>th</sup> Edition | (General – 2hrs)  
Long-Term Care Coverage Combined with Annuities and Life Insurance, 2<sup>nd</sup> Edition | (General – 4hrs)  
Long-Term Care Suitability, 3<sup>rd</sup> Edition | (General – 4hrs)  
Medicare, 3<sup>rd</sup> Edition | (Life/Health/Variable – 2hrs)  
Medicare and Medigap Insurance, 11<sup>th</sup> Edition | (Life/Health/Variable – 2hrs)  
Medicare Supplement Policies | (Life/Health/Variable – 2hrs)

### **Investments and Financial Planning:**

Annuity Essentials and FINRA Rule 2330 | (General – 2hrs)  
Annuity Fundamentals and Applying FINRA Rule 2330 | (General – 4hrs)  
Know Your Customer and Variable Annuities (FINRA 2330) | (General – 3hrs)  
Understanding Annuity Best Interest Obligations and FINRA 2330 | (General – 2hrs)

### **Life Insurance:**

Introduction to Advanced Markets, 5<sup>th</sup> Edition | (General – 9hrs)  
Introduction to Life Insurance, 2<sup>nd</sup> Edition | (Life/Health/Variable – 9hrs)  
Life Concepts, 19th | (General – 11hrs)  
Life Insurance Policy Comparison and Underwriting, 3<sup>rd</sup> Edition | (Life – 10hrs)  
Need Analysis, 5<sup>th</sup> Edition | (General – 8hrs)  
Suitability for Traditional Life and UL Insurance, 2<sup>nd</sup> Edition | (Life/Health/Variable – 2hrs)

### **Long-Term Care:**

Long-Term Care Hybrid Products and Partnership Program 4-Hour Refresher Course | (Long-Term Care – 4hrs)

### **Long-Term Care Training:**

Long-Term Care and Partnership Program 4-Hour Refresher Course, 3<sup>rd</sup> Edition [meets refresher training requirement: ClearCert approved] | (Long-Term Care – 4hrs)  
Long-Term Care and Partnership Programs Initial 8-Hour Refresher Course, 3<sup>rd</sup> Edition [meets training requirement: ClearCert approved] | (Long-Term Care – 8hrs)

### **Property & Casualty:**

Business Income Coverages, 3<sup>rd</sup> Edition | (Property/Casualty – 6hrs)  
Commercial Auto Coverage, 11<sup>th</sup> Edition | (Property/Casualty/Vehicle – 12hrs)  
Commercial General Liability Coverage, 9<sup>th</sup> Edition | (Property/Casualty/Vehicle – 10hrs)  
Commercial General Liability Rating, 9<sup>th</sup> Edition | (Property/Casualty – 4hrs)  
Commercial Inland Marine Coverage, 5<sup>th</sup> Edition | (Property/Casualty – 9hrs)  
Commercial Property Coverage, 7<sup>th</sup> Edition | (Property/Casualty/Vehicle – 11hrs)  
Commercial Property Rating | (Property/Casualty – 4hrs)  
Cyber Risk Insurance, 2<sup>nd</sup> Edition | (Adjuster-Property and Casualty – 2hrs)

Dwelling Coverage, 5<sup>th</sup> Edition | (Property/Casualty/Vehicle – 4hrs)  
Homeowners Insurance Coverage, 3<sup>rd</sup> Edition | (Adjuster-Property and Casualty – 9hrs)  
Homeowners Liability Coverage, 3<sup>rd</sup> Edition | (Adjuster-Property and Casualty – 2hrs)  
Insurance Fraud Awareness, 4<sup>th</sup> Edition | (Adjuster-General – 6hrs)  
Insurance Packages for Small Businesses, 4<sup>th</sup> Edition | (Property/Casualty/Vehicle – 7hrs)  
Personal Auto Coverage, 6<sup>th</sup> Edition | (Adjuster-Property and Casualty – 5hrs)  
Personal Auto Rating, 5<sup>th</sup> Edition | (Property/Casualty/Vehicle – 4hrs)  
Personal Lines Endorsements, 4<sup>th</sup> Edition | (General – 5hrs)  
Product Liability Insurance, 2<sup>nd</sup> Edition | (Property/Casualty/Vehicle – 2hrs)  
Professional Liability Insurance | (General – 4hrs)  
Property-Casualty Concepts, 13<sup>th</sup> Edition | (Adjuster-Property and Casualty – 12hrs)  
Property-Casualty Principles, 5<sup>th</sup> Edition | (Adjuster-Property and Casualty – 5hrs)  
Risk Management, 2<sup>nd</sup> Edition | (Property/Casualty/Vehicle – 3hrs)  
Umbrella Liability Coverage, 4<sup>th</sup> Edition | (Adjuster-General – 6hrs)  
Underwriting Basics, 4<sup>th</sup> Edition | (Property/Casualty – 5hrs)  
Underwriting Practices, 1<sup>st</sup> Edition | (Property/Casualty/Vehicle – 4hrs)  
Workers Compensation Coverage, 4<sup>th</sup> Edition | (Property/Casualty/Vehicle – 5hrs)

#### **Retirement Planning:**

401 (k) Plans, 6<sup>th</sup> Edition | (Life/Health/Variable – 5hrs)  
Advance Planning for Senior Needs, 5<sup>th</sup> Edition | (General – 10hrs)  
Distribution Planning: Required Distributions, 2<sup>nd</sup> Edition | (Life/Health/Variable – 2hrs)  
Financial Challenges Facing Retirees, 4<sup>th</sup> Edition | (Life/Health/Variable – 3hrs)  
Investing Retirement Assets, 4<sup>th</sup> Edition | (General – 3hrs)  
Principles of Retirement Planning, 7<sup>th</sup> Edition | (General – 15hrs)  
Qualified and Nonqualified Plans, 4<sup>th</sup> Edition | (Life/Health/Variable – 9hrs)  
Retirement Income Strategies, 3<sup>rd</sup> Edition | (Life – 2hrs)  
Senior Needs Planning, 6<sup>th</sup> Edition | (General – 8hrs)  
Social Security and Medicare, 5<sup>th</sup> Edition | (General – 6hrs)  
Understanding IRAs, 5<sup>th</sup> Edition | (Life – 5hrs)