



## Continuing Education Course Descriptions for Life and Disability Insurance

### LIFE & DISABILITY TOPICS

#### Financial Planning for the Older Client

Discusses the elder care perspective, life insurance, Medigap, long-term care, Medicare, Medicaid, retirement planning, social security, IRAs, annuities, estate planning, housing and care alternatives.

**24 C.E. credits**

**Course #618678**

#### Comprehensive Buy Sell

This course covers objectives when making any business continuation plan, including how to preserve the business, how to maximize the business's value, how to minimize transfer taxes, and how to facilitate management transition.

**20 C.E. credits**

**Course #603588**

#### The Variable Annuity Handbook

The Variable Annuity Handbook, 2<sup>nd</sup> Edition reviews the features and characteristics of variable annuities and provides information on how to weigh them against other financial services products. This course also offers up-to-date marketing approach strategies.

**14 C.E. credits**

**Course #603586**

#### The Annuity Handbook

The Annuity Handbook, 4<sup>th</sup> Edition has been updated with the latest available information on nonqualified annuities to provide a comprehensive look at the most current information on the markets, compliance issues, taxation, and uses of annuities.

**11 C.E. credits**

**Course #603585**

#### Advanced Planning for Senior Needs

This course teaches a wide variety of planning techniques for clients in their 40s, 50s, and early 60s and explores several sources of wealth and the various means of accumulating it.

**6 C.E. credits (includes 1 hour of Ethics)**

**Course #603859**

### WASHINGTON STATE REQUIRED LONG-TERM CARE AND ANNUITY SUITABILITY

#### Washington LTC 4-Hour Refresher Course

This course reviews long-term care insurance as it relates to Washington State's Laws and Rules. This is the four-hour course that can be taken to renew an already-existing Long-Term Care certification in Washington State every two years.

**4 C.E. credits**

**Course #618776**

#### WA Annuity Suitability 4-Hour Course

Required to write annuities. Reviews state laws, types of annuities, how annuities work, uses of annuities, using annuities for long-term care, 1035 exchanges, use of senior designations and more.

**4 C.E. credits**

**Course #618870**

### Ethics

#### Ethics

This is a course that covers Washington State Revised Code and Administrative Code topics as they relate to ethics.

**3 C.E. credits (includes 3 hours of Ethics)**

**Course #619793**

#### Insurance Industry Ethics

This is a course that covers Washington State Revised Code and Administrative Code topics as they relate to ethics, as well as consumer privacy.

**3 C.E. credits (includes 3 hours of Ethics)**

**Course #601465**

#### Ethics for Producers

This is a very condensed course that covers Washington State Revised Code and Administrative Code topics as they relate to ethics.

**1 C.E. credit (includes 1 hour of Ethics)**

**Course #604828**



## Continuing Education Course Descriptions for Property and Casualty Insurance

### PROPERTY & CASUALTY TOPICS

#### **Personal Auto Coverage Guide**

This course provides clear, straightforward interpretations and insightful analysis about the ISO Personal Auto Policy. Topics include broadened medical payments coverage, new trip interruption coverage endorsement, revised appraisal provision, clarified wording of passenger hazard exclusion, and much more.

**12 C.E. credits**      **Course #603587**

#### **Commercial General Liability**

Includes the study of legal liability, liability exposure, package policies, claims made forms, common endorsements, the occurrence forms section I (coverages A, B, C); the occurrence form sections II, III and IV, and liquor, pollution and products completed coverage forms.

**6 C.E. credits**      **Course #603860**

#### **NFIP Basic Flood Insurance Course**

This is the required course needed to sell Flood insurance in WA State. This course covers flood maps and zone determinations, policies, general rules, community rating systems, claims handling, point of sale and renewal responsibilities, and agent resources.

**3 C.E. credits**      **Course #620208**

### Ethics

#### **Ethics for The Property & Casualty Professional**

This course addresses the complexities of ethical decision-making in the property-casualty insurance environment. It goes beyond the generic subject of Ethics with real-life examples and scenarios for the property-casualty professional.

**5 C.E. credits (includes 5 hours of Ethics)**

**Course #603861**

#### **Ethics**

This is a course that covers Washington State Revised Code and Administrative Code topics as they relate to ethics.

**3 C.E. credits (includes 3 hours of Ethics)**

**Course #619793**

#### **Insurance Industry Ethics**

This is a course that covers Washington State Revised Code and Administrative Code topics as they relate to ethics, as well as consumer privacy.

**3 C.E. credits (includes 3 hours of Ethics)**

**Course #601465**

#### **Ethics for Producers**

This is a very condensed course that covers Washington State Revised Code and Administrative Code topics as they relate to ethics.

**1 C.E. credit (includes 1 hour of Ethics)**

**Course #604828**