

Insurance CE Course Catalog 2011





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We recognize that many of our customers are taking required Continuing Education for which there is a deadline for completion and that this can make for high stress situations – that's why we've reduced the issues that drive support calls as well as ensure adequate, 24/7/365 staffing at our contact centers.



Course Title

Credit Hrs. and Type

Alabama

Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Commercial General Liability Insurance	3	General
Employer Practices	6	PC
Employment Law	5	General
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics For Insurance Professionals Advanced	9	Ethics
Flood Insurance	3	Flood
Homeowners and Dwelling Insurance	6	PC
Inland Marine Insurance	9	PC
Insurance Fraud Awareness	5	General
Introduction to Property and Casualty and the Insurance Contract	6	General
Legal & Moral Issues in the Insurance Industry	5	4 General, 1 Ethics
Legal Responsibilities of the Insurance Agent	8	6 General, 2 Ethics
Life Settlements	1	LAH
Life, Health, Disability and Long Term Care	7	General
Long Term Care - Ongoing	4	LTC
Long Term Care - Initial	8	LTC
Medicare	3	General
Mold & The Insurance Industry	8	PC
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LAH
Ocean Marine Insurance	10	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	General
Personal Auto Insurance	6	PC
Principles of Insurance	15	General
Property Insurance	7	General
Six Parts of the Personal Auto Policy	1	General

Alaska

401(k)	2	General
529 Plans	2	General
Advanced Supervision	1	General
Agency Operations	6	General
Analyzing Financial Statements Advanced - Version 4	3	General
Anti-Money Laundering for Insurance Professionals	2	General
Bank Secrecy Act - Version 4	2	General
Business Writing	3	General
Capital Budgeting Analysis	2	General
Commercial General Liability Insurance	3	General
Consumer Protection Law	1	General
Corporate Pension Plans - Version 4	1	General
Creating Value through Financial Management	6	General
Creating Value Through Innovation	1	General
Employment Law	6	General
Equities - Version 4	5	General



Course Title

Credit Hrs. and Type

Alaska

Estate Planning - Advanced	5	General
Estate Planning: Basic	3	General
Ethics for Insurance Professionals - Basic	2	General
Ethics For Insurance Professionals Advanced	10	General
Evaluating Financial Performance	2	General
HIPAA for the Insurance Professional	3	General
Introduction to Property and Casualty and the Insurance Contract	6	General
Introduction to TRACE - Version 4	1	General
Investment Analysis - Version 4	4	General
Keogh (HR-10) Plans	1	General
Managing Corporate Records	1	General
Medicare - Version 4	3	General
Mergers and Acquisitions - Part 1	1	General
Mergers and Acquisitions -- Part 3	2	General
Mergers and Acquisitions Part 2	2	General
New Employee	3	General
Principles of Insurance	17	General
Property Insurance	8	General
Qualified Retirement Plans & IRAs - Version 4	2	General
Suitability	2	General
The Management of Capital	2	General
Understanding Securities Trading - Version 4	3	General
Understanding the Rules of NASD	6	General
Wills and Trusts	3	General

Arkansas

Advanced Personal Auto Ins	1	General
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering for Insurance Professionals	2	General
Commercial General Liability Insurance	3	General
Employer Practices	6	General
Employment Law	5	General
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Flood Insurance	1	General
Flood Insurance for Adjusters	3	Flood
Homeowners and Dwelling Insurance	6	General
Homeowners and Dwelling Insurance for Adj	5	Adjuster
Inland Marine Insurance	4	General
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Insurance and the Personal Auto Policy	1	General
Introduction to Property and Casualty and the Insurance Contract	6	General
Legal & Moral Issues in the Insurance Industry AR	5	Ethics
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Long Term Care	11	General
Medicare	3	General



Course Title

Credit Hrs. and Type

Arkansas

Mold & The Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine Insurance	10	General
Overview of Life Settlements: Current Events & Regulatory Update	1	General
Personal Auto Insurance	6	General
Principles of Insurance	15	General
Property Insurance	7	General
The Six Parts of the Personal Auto Policy	2	General

Arizona

Advanced Personal Auto Insurance	1	General
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering for Insurance Professionals	2	General
Commercial General Liability Insurance	3	General
Employer Practices	4	General
Employment Law	5	General
Ethics & Fraud	4	General
Ethics for Insurance Professionals - Basic	2	General
Ethics for Insurance Professionals Advanced	9	General
Homeowners & Dwelling Insurance	4	General
Individual Retirement Accounts	4	General
Insurance Fraud Awareness	5	General
Introduction to Property and Casualty and the Insurance Contract	6	General
Legal & Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
Life, Health, Disability and Long Term Care	7	6 General, 1 LTCP
Long Term Care - Ongoing / Refresher	4	LTCP
Long Term Care - Initial	8	LTCP
Long Term Care Fundamentals	6	General
Medicare	3	General
Mold & The Insurance Industry	5	General
Mutual Funds & Ethics	7	General
New Employee	3	General
New Trends in Life & Health Insurance	5	General
Personal Auto Insurance	4	General
Principles of Insurance	15	General
Property Insurance	7	General

California

529 Plans	1	LX
Adv Personal Auto Ins	1	FX
Agency Operations	1	FL
Annuities	2	LX
Anti-Money Laundering	2	FL
California Annuities PDF	4	Annuity Training
California Annuity Training Course 8 hr	8	Annuity Training



Course Title

Credit Hrs. and Type

California

Commercial General Liability Insurance	2	FX
Consumer Protection Law	1	FL
Creating Value Through Financial Management	4	FL
Employer Practices	6	FX
Employment Law	3	FX
Estate Planning Advanced	4	LX
Estate Planning Basic	2	LX
Ethics & Fraud	3	FL
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals	4	Ethics
Ethics For Insurance Professionals Advanced	7	Ethics
Evaluating Financial Performance	2	LX
Flood Insurance	3	Flood
HIPAA for the Insurance Professional	1	Life
Homeowners & Dwelling Insurance	5	FX
Inland Marine Insurance	6	FX
Insurance Fraud Awareness	5	FL
Introduction to Personal Auto Insurance	1	FX
Introduction to Property and Casualty and the Insurance Contract	2	FX
Legal & Moral Issues in the Insurance Industry	4	FL
Legal Responsibilities of the Insurance Agent	7	FL
LIFE SETTLEMENTS	1	LX
Life, Health, Disability and Long Term re	4	LX
Long Term re (Does not meet LTC Partnership requirement)	6	LX
Medire	1	LX
Mold & The Insurance Industry	5	FL
Mutual Funds & Ethics	7	FL
New Employee	3	LX
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	FL
Ocean Marine Insurance	8	FX
Overview of Life Settlement Industry	2	LX
Personal Auto Insurance	5	FX
Personal Life Insurance	3	LO
Principles of Insurance -	11	FL
Property Insurance	6	FX
Qualified Retirement Plans & IRA's	1	LX
The Six Parts of the Personal Auto Policy	1	FX
Universal Life Insurance	4	LO
Variable Universal Life Insurance	3	LO
Wills and Trusts	3	LO

Colorado

Advanced Auto Insurance: Endorsements	1	PC
Agency Operations	6	PC
Annuities	4	LAH
Anti-Money Laundering for Insurance Professionals	2	LAH, PC
Commercial General Liability Insurance	3	PC
Employer Practices	7	LAH, PC



Course Title

Credit Hrs. and Type

Colorado

Ethics & Fraud	3	Ethics
Ethics for Insurance Professionals - Basic	3	Ethics
Ethics for Insurance Professionals Advanced	3	Ethics
Ethics for Insurance Professionals Advanced	6	LAH, PC
Flood Insurance	3	PC
Homeowners & Dwelling Insurance	6	PC
Individual Retirement Acunts	4	LAH
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	7	LAH, PC
Introduction to Personal Auto Insurance & Personal Auto Policy	1	PC
Introduction to Property and Casualty and the Insurance ntract	6	PC
Legal & Moral Issues in the Insurance Industry	5	LAH, PC
Legal Responsibilities of the Insurance Agent	5	LAH, PC
Life Settlements	1	LAH
Life, Health, Disability and Long Term Care	7	LAH
Medicare	3	LAH
Mold & The Insurance Industry	4	PC
New Employee	3	PC
Ocean Marine Insurance	8	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	LAH
Personal Auto Insurance	6	PC
Personal Life Insurance	3	LAH
Principles of Insurance	15	LAH, PC
Property Insurance	7	PC
The Six Parts of the Personal Auto Policy	1	PC
Universal Life Insurance	4	LAH
Variable Universal Life Insurance	3	LAH

Conneticut

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	1	PC
Annuities	4	LH
Anti-Money Laundering	2	LRE
Employer Praices	8	PC
Employment Law	5	LRE
Ethics & Fraud	6	3 LRE, 3 LH
Ethics for Insurance Professionals Advanced	9	LRE
Flood Insurance	3	PC
Homeowners & Dwelling Insurance	10	PC
Identity Theft	4	LH
Individual Retirement Accounts	4	LH
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	6	3 LRE, 3 LH
Introduion to Personal Auto Insurance	1	PC
Introduion to Property and Casualty and the Insurance Contra	6	PC
Legal & Moral Issues in the Insurance Industry	6	3 LRE, 3 LH
Legal Responsibilities of the Insurance Agent	8	3 LRE, 5 LH
Life Settlements	1	LH



Course Title

Credit Hrs. and Type

Conneticut

Life, Health, Disability and Long Term Care	7	LH
Long Term Care Fundamentals	6	LH
Mold & The Insurance Industry	6	PC
Mutual Funds & Ethics	8	3 LRE, 5 LH
New Trends in Life & Health Insurance: Environmental & Occupational Issues	7	LH, PC
Ocean Marine Insurance - TX Correspondence	9	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	LH
Personal Auto Insurance	10	PC
Personal Life Insurance	3	LH
Property Insurance	7	PC
Terrorism and Insurance	4	LH
The Six Parts of the Personal Auto Policy	1	PC
Universal Life Insurance	4	LH
Variable Universal Life Insurance	3	LH

Washington DC

Advanced Personal Auto Insurance	1	LH, PC
Agency Operations	6	LH, PC
Annuities	4	LH
Anti-Money Laundering for Insurance Professionals	2	LH, PC
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	3	LH, PC
Flood Insurance	3	PC
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance - TX Correspondence	10	PC
Insurance Fraud Awareness	5	PC
Introduction to Property & Casualty	6	PC
Legal and Moral Issues in the Insurance Industry	5	Ethics
Legal Responsibilities of the Insurance Agent	8	Ethics
Life Settlements	1	LH
Medicare	3	LH
Mold and the Insurance Industry	8	PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance - TX Correspondence	10	PC
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	LH, PC
Personal Auto Insurance	6	PC
Principles of Insurance	15	LH, PC
Property Insurance	7	PC
Six Parts of the Personal Auto Policy	2	LH, PC

Delaware

Advanced Personal Auto Ins	1	PC
Agency Operations	2	LA
Anti-Money Launring	2	LA, PC
Commercial General Liability Insurance	3	PC
Consumer Protection Law	1	LA



Course Title

Credit Hrs. and Type

Delaware

Employer Practices	6	LA, PC
Estate Planning Advanced	4	LA, PC
Estate Planning Basic	2	LA, PC
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	4	Ethics
Flood Insurance	3	Flood
Homeowners and Dwelling Insurance	6	LA, PC
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	LA, PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance Industry	5	LA, PC
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	LA, PC
Life, Health, Disability and Long Term Care	7	4 LA, 3 LTC
Mold and the Insurance Industry	8	LA, PC
New Employee	1	LA
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LA, PC
Ocean Marine Insurance - TX Correspondence	8	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	LA
Personal Auto Insurance	6	LA, PC
The Six Parts of the Personal Auto Policy	2	PC
Wills and Trusts	1	LA

Florida

401(k)	1	CE 216
Agency Operations	1	CE 9901
Anti-Money Laundering	2	CE 220
Commercial General Liability Insurance	1	CE 220
Employment Law	2	CE 9901
Ethics for Title Professionals	3	CE 9908
Ethics for Insurance Professionals Advanced	3	CE 9908
Ethics for Insurance Professionals - Basic	1	CE 9908
Flood Insurance - Basic	3	CE 220
HIPAA for the Insurance Professional	1	CE 240
Hurricane Loss Mitigation	1	CE 9910
Insurance Fraud Awareness	5	CE 220
Introduction to Property and Casualty and The Insurance Contract	2	CE 220
Legal Responsibilities of the Insurance Agent	6	CE 9901
Life, Health, Long-term Care and Disability Insurance	3	CE 9900
Medicare	1	CE 240
New Employee	1	CE 220
Ocean Marine Insurance	5	CE 220
Personal Auto Coverages - orida	8	CE 220
Principles of Insurance - INTERMEDIATE	7	CE 9901
Property Insurance	4	CE 220
Senior Suitability	3	CE 9911
Wills and Trusts	4	CE 216



Course Title

Credit Hrs. and Type

Florida

Adjuster Credits

Anti-Money Laundering for Adjusters	2	CE 324
Commercial General Liability Insurance for Adjusters	1	CE 324
Ethics for Insurance Professionals Advanced for Adjusters	2	CE 324
Florida Adjuster Law	10	CE 324
Insurance Fraud Awareness - For Adjusters -	5	CE 324
Introduction to Property and Casualty for the Insurance Contract for Adjusters	2	CE 324
Ocean Marine Insurance for Adjusters	5	CE 324
Property Insurance for Adjusters	4	CE 324

Georgia

Agency Operations	6	LAH, PC
Anti-Money Laundering for Insurance Professionals	3	LAH, PC
Commercial General Liability Insurance	3	PC
Consumer Protection Law	1	LAH, PC
Creating Value Through Innovation	1	Life
Employer Practices	4	LAH, PC
Employment Law	5	LAH, PC
Estate Planning Advanced	5	Life
Estate Planning Basic	3	Life
Ethics for Insurance Professionals - Basic	3	Ethics
Ethics for Insurance Professionals Advanced	10	Ethics
Evaluating Financial Performance	2	Life
NFIP Flood Insurance	3	Ethics
HIPAA for the Insurance Professional	3	Life
Homeowners & Dwelling Insurance	10	Property
Inland Marine Insurance	10	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Life Settlements	1	Life
Life, Health, Disability and Long Term Care	7	LA
Management of Capital	2	Life
Managing Corporate Records	1	Life
Mergers and Acquisitions Part 2	1	Life
Mergers and Acquisitions Part 3	1	Life
Mergers and Acquisitions Part I	1	Life
Mold & The Insurance Industry	8	Property
New Employee	3	LAH, PC
Ocean Marine Insurance	10	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	LAH
Personal Auto Insurance	10	Property
Principles of Insurance	15	LAH, PC
Property Insurance	8	Property
The Six Parts of the Personal Auto Policy	2	PC
Wills and Trusts	3	Life
Pre-Licensing		
20 Hour PL Health	20	Accident & Sickness
20 Hour PL Life	20	Life
20 Hour PL Casualty	20	Casualty
20 Hour PL Property	20	Property



Course Title

Credit Hrs. and Type

Hawaii

PROVIDERSP	--	--
Anti-Money Laundering	2	LAH
Commercial General Liability Insurance	3	PC
Employment Law	5	PC
Flood Insurance - Basic	3	PC
Inland Marine Insurance	6	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Life, Health, Long-term Care and Disability Insurance	7	LH
Ocean Marine Insurance	8	PC
Property Insurance	7	PC

Idaho

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	1	General
Agency Operations	6	General
Annuities	4	Life
Anti-Money Laundering for Insurance Professionals	2	General
Commercial General Liability Insurance IA	3	Property
Employer Practices	6	General
Employment Law	5	General
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	9	Ethics
Flood Insurance	3	Property
Homeowners and Dwelling Insurance	6	General
Inland Marine Insurance	6	Property
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Insurance and the Personal Auto Policy	1	General
Introduction to Property and Casualty Insurance and the Insurance Contract	6	Property
Legal and Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
LIFE SETTLEMENTS	1	General
Life, Health, Disability and Long Term Care	7	LH
Long Term Care	8	LTC
Medicare	3	Health
Mold and the Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine Insurance	8	Property
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	General
Personal Auto Insurance	6	General
Principles of Insurance	13	General
Property Insurance	7	Property
The Six Parts of the Personal Auto Policy	1	General

Illinois

Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering for Insurance Professionals	2	General



Course Title

Credit Hrs. and Type

Illinois

Commercial General Liability Insurance	3	General
Employer Practices	6	General
Employment Law	5	General
Ethics & Fraud	4	General
Ethics for Insurance Professionals Advanced	9	General
Flood Insurance	3	Flood
Homeowners & Dwelling Insurance	6	General
Inland Marine Insurance	6	General
Insurance Fraud Awareness	5	General
Introduction to Property and Casualty and the Insurance Contract	6	General
Legal & Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Life, Health, Disability and Long Term Care	7	General
LTC Partnership Training	8	LTC
Medicare	3	General
Mold & The Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine Insurance	8	General
Overview of Life Settlements: Current Events & Regulatory Update	2	General
Personal Auto Insurance	6	General
Principles of Insurance	12	General
Property Insurance	7	General
The Six Parts of the Personal Auto Policy	2	General

Indiana

Annuities	4	Life
Anti-Money Laundering	2	General
Commercial General Liability Insurance	3	Life
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	General
Ethics For Insurance Professionals Advanced	4	General
Ethics for Title Professionals	2	Title
Flood Insurance	3	Flood
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance	8	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance Industry	5	Life
Legal Responsibilities of the Insurance Agent	8	Life
Life, Health, Disability and Long Term Care	7	Life
Medicare	3	Life
New Trends in Life & Health Insurance: Environmental & Occupational Issues	2	Life
Ocean Marine Insurance	8	PC
Personal Auto Insurance	5	PC
Principles of Insurance	10	General
Property Insurance	6	PC



Course Title

Credit Hrs. and Type

Iowa

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	2	General
Agency Operations	6	General
Annuities	4	General
Annuity Training	8	Annuity Product
Anti-Money Laundering	2	General
Commercial General Liability Insurance	3	General
Employer Practices	6	General
Estate Planning Basic	1	General
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Flood Insurance	3	General
HIPAA for the Insurance Professional	1	General
Homeowners & Dwelling Insurance	6	General
Inland Marine Insurance	6	General
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Insurance and the Personal Auto Policy	2	General
Legal & Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Life, Health, Disability and Long Term Care	7	General
Long Term Care	8	General
Long Term Care 4 hrs	4	General
Medicare	3	General
Mold & The Insurance Industry	4	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine Insurance	8	General
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	General
Personal Auto Insurance	5	General
The Six Parts of the Personal Auto Policy	3	General
Wills and Trusts	4	General

Kansas

Agency Operations	2	General
Annuities	3	LH
Anti-Money Laundering	2	General
Employer Practices	5	PC
Employment Law	3	General
Ethics & Fraud	3	General
Ethics & Fraud	1	Ethics
Ethics for Insurance Professionals - Basic	1	Ethics
Ethics for Insurance Professionals: Advanced	4	Ethics
Flood Insurance	5	PC
Homeowners & Dwelling Insurance	3	PC
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	4	PC
Introduction to Property and Casualty and the Insurance Contract	3	PC
Legal and Moral Issues in the Insurance Industry	4	Ethics



Course Title

Credit Hrs. and Type

Kansas

Legal Responsibilities of the Insurance Agent	6	General
Life Settlements	1	LHV
Life, Health, Disability and Long Term Care	3	LHV
Long Term Care	4	General
Medicare	1	LHV
Mold and the Insurance Industry	4	PC
New Employee	2	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	5	LHV
Ocean Marine Insurance	8	PC
Overview of Life Settlements: Current Events & Regulatory Update	1	LHV
Personal Auto Insurance	3	PC
Principles of Insurance	9	General
Property Insurance	6	PC
Six Parts of the Personal Auto Policy	2	PC

Kentucky

Agency Operations	6	PC
Annuities	4	LH
Anti-Money Laundering	2	PC
Commercial General Liability Insurance -	3	PC
Employer Practices	6	PC
Employment Law	5	PC
Estate Planning Basic	2	LH
Ethics and Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	9	Ethics
Flood Insurance - Basic	3	Flood
Homeowners and Dwelling Insurance	6	PC
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal and Moral Issues in the Insurance Industry	5	LH
Legal Responsibilities of the Insurance Agent	8	PC
LIFE SETTLEMENTS	1	Life
Life, Health, Long-term Care and Disability Insurance	7	LH
Long Term Care Fundamentals	6	LH
Medicare - Version 6	3	LH
Mold and the Insurance Industry	8	PC
New Employee	3	PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance	8	PC
Personal Auto Insurance	6	PC
Principles of Insurance - Version 6	12	LH
Property Insurance	7	PC
Terrorism and Insurance	4	PC

Louisiana

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	1	PC
	6	H



Course Title

Credit Hrs. and Type

Louisiana

Annuities	4	H
Anti-Money undering	2	H, PC
Commercial General Liability Insurance	3	H, PC
Employer Practices	6	PC
Employment w	5	H, PC
Ethics & Fraud	4	H, PC
Ethics for Insurance Professionals: Advanced	9	H, PC
Flood Insurance	3	PC
Homeowners & Dwelling Insurance	6	PC
Innd Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance Industry	5	H, PC
Legal Responsibilities of the Insurance Agent	8	H, PC
Life Settlements	1	H
Life, Health, Disability and Long Term Care	7	H
Medicare	3	H
Mold and the Insurance Industry	5	PC
New Employee	3	H, PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	H
Ocean Marine Insurance	8	PC
Overview of Life Settlement Industry, Current Events, and Regutory Update	2	PC
Personal Auto Insurance	6	PC
Principles of Insurance	13	H, PC
Property Insurance	7	PC
The Six Parts of the Personal Auto Policy	1	PC

Massachusetts

Annuities	2	General
Employer Practices	5	General
Estate Planning Advanced	2	General
Ethics & Fraud	4	General
Flood Insurance	3	General
Homeowners & Dwelling Insurance	3	General
Inland rine Insurance	4	General
Insurance Fraud Awareness	4	General
Introduction to Property and Casualty and the Insurance Contract	2	General
Legal & Moral Issues in the Insurance Industry	4	General
Legal Responsibilities of the Insurance Agent	6	General
Long Term Care	4	General
Mold & The Insurance Industry	4	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	4	General
Ocean rine Insurance	5	General
Personal Auto Insurance	3	General
Principles of Insurance	6	General
Property Insurance	4	General
The Six Parts of the Personal Auto Policy	2	General
Wills and Trusts	4	General



Course Title

Credit Hrs. and Type

Maryland

Agency Operations	6	LH, PC
Annuities	4	LH
Anti-Money Laundering	2	LH, PC
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Employment Law	5	LH, PC
Estate Planning Advanced	2	LH, PC
Ethics & Fraud	4	LH, PC
Ethics for Insurance Professionals - Basic	2	LH, PC
Ethics for Insurance Professionals Advanced	10	LH, PC
Flood Insurance	3	Flood
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance Industry	5	LH, PC
Legal Responsibilities of the Insurance Agent	8	LH, PC
Life Settlements	1	LH
Life, Health, Disability and Long Term Care	7	LH
Long Term Care	4	LTC
Long Term Care	8	LTC
Medicare	3	LH
Mold & The Insurance Industry	8	PC
New Employee	3	LH, PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance - TX Correspondence	8	PC
Personal Auto Insurance	6	PC
Personal Life Insurance	3	PC
Principles of Insurance	13	LH, PC
Property Insurance	7	PC
Universal Life Insurance	4	LH
Variable Universal Life Insurance	3	LH

Maine

Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Employer Practices	6	General
Ethics & Fraud	4	General
Flood Insurance	3	General
Homeowners and Dwelling Insurance	6	General
Inland Marine Insurance - TX Correspondence	6	General
Insurance Fraud Awareness	5	General
Legal & Moral Issues in the Insurance Industry	5	3 Ethics, 2 General
Legal Responsibilities of the Insurance Agent	8	3 Ethics, 5 General
Life Settlements	1	General
Mold and the Insurance Industry	8	General
New Employee	3	General



Course Title

Credit Hrs. and Type

Maine

New Trends in Life & Health Insurance: Environntal & Occupational Issues	6	General
Ocean Marine Insurance - TX Correspondence	8	General
Personal Auto Insurance	6	General
Principles of Insurance	15	General
The Six Parts of the Personal Auto Policy	1	General

Minnesota

Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering for Insurance Professionals	2	General
Commercial General Liability Insurance	3	General
Employment Law	5	General
Ethics for Insurance Professionals - Basic	2	General
Ethics for Insurance Professionals Advanced	9	General
Introduction to Property and Casualty Insurance and the Insurance Contract	6	General
Life, Health, Long-term Care and Disability Insurance	7	General
Medicare	3	General
New Employee	3	General
Principles of Insurance	17	General
Property Insurance	7	General

Michigan

Agency Operations	2	LAH, PC
Annuities	4	Life
Anti-Money Laundering for Insurance Professionals	2	LAH, PC
Commercial General Liability Insurance	2	PC
Employer Practices	6	PC
Employment Law	4	LAH, PC
Estate Planning Advanced	2	Life
Estate Planning Basic	1	Life
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	5	Ethics
Evaluating Financial Performance	1	Life
Flood Insurance	3	Flood
HIPAA for the Insurance Professional	1	Life
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance - TX Correspondence	4	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	4	PC
Legal & Moral Issues in the Insurance Industry	5	LAH, PC
Legal Responsibilities of the Insurance Agent	8	LAH, PC
Life Settlements	1	Life
Life, Health, Disability and Long Term Care	5	LAH
Management of Capital	1	Life
Medicare	1	LAH
Mergers & Acquisition Part 3	1	Life
Mergers & Acquisitions Part 2 - FE	1	Life



Course Title

Credit Hrs. and Type

Michigan

Mergers and Acquisitions Part I	1	Life
Mold & The Insurance Industry	8	PC
New Employee	2	LAH, PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LAH
Ocean Marine Insurance - TX Correspondence	6	PC
Personal Auto Insurance	6	PC
Personal Life Insurance	3	Life
Principles of Insurance	10	LAH, PC
Property Insurance	7	PC
Universal Life Insurance	4	Life
Variable Universal Life Insurance	3	Life
Wills and Trusts	4	Life

Missouri

Advanced Personal Auto Ins	1	PC
Anti-ney Laundering for Insurance Professionals	2	General
Commercial General Liability Insurance-	4	PC
Employer Practices	6	PC
Employment Law-	6	PC
Estate Planning Advanced -	3	LH
Estate Planning Basic	2	LH
Ethics & Fraud For the Property and Casualty Professional	4	Ethics
Ethics for Insurance Professionals - Basic	3	Ethics
Flood Insurance	3	PC
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Personal Auto Insurance	1	PC
Legal & ral Issues in the Insurance Industry	4	General
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	LH
Long Term Care	4	LTC
Long Term Care 8 hr	8	LTC
ld & The Insurance Industry	8	PC
New Employee-	2	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance	8	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	LH
Personal Auto Insurance	6	PC
The Six Parts of the Personal Auto Policy	2	PC

Mississippi

Agency Operations	6	PC
Annuities	4	LAH
Anti-Money Laundering for Insurance Professionals	2	LAH
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Ethics & Fraud	4	Ethics



Course Title

Credit Hrs. and Type

Mississippi

Ethics for Insurance Professionals Advanced	9	Ethics
Flood Insurance	3	Flood
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal and Moral Issues in the Insurance Industry	5	LAH
Legal Responsibilities of the Insurance Agent	8	LAH
Life, Health, Disability and Long Term Care	7	LAH
Medicare	3	LAH
Mold and the Insurance Industry	5	PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	PC
Ocean Marine Insurance - TX Correspondence	8	PC
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	LAH
Personal Auto Insurance	6	PC
Principles of Insurance	12	LAH
Property Insurance	7	PC
The Six Parts of the Personal Auto Policy	2	PC

Montana

Advanced Personal Auto Insurance	1	General
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Commercial General Liability Insurance	3	General
Ethics for Insurance Professionals Advanced	9	General
Flood Insurance	3	General
Inland Marine Insurance	6	General
Introduction to Personal Auto Insurance and the Personal Auto Policy	1	General
Introduction to Property and Casualty and the Insurance Contract-CBT	6	General
Life, Health, Long-term Care and Disability Insurance	7	General
Long Term Care	8	General
Medicare	3	General
New Employee	3	General
Ocean Marine Insurance	8	General
Principles of Insurance - CBT	13	General
Property Insurance - CBT	7	General

North Dakota

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	0.5	PC
Agency Operations	6	PC, LH
Annuities	4	LH
Anti-Money Laundering for Insurance Professionals	2	PC, LH
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Employment Law	5	PC, LH
Ethics & Fraud	4	Ethics



Course Title

Credit Hrs. and Type

North Dakota

Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	9	Ethics
Flood Insurance	3	Flood
Homeowners & Dwelling Insurance	6	PC
Inla Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Personal Auto Insurance & Personal Auto Policy	0.5	PC
Introduction to Property a Casualty a the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance lustry	5	3 Ethics, 2 LH/PC
Legal Responsibilities of the Insurance Agent	8	3 Ethics, 5 LH/PC
Life Settlements	1	LH
Life, Health, Disability a Long Term Care	7	LH
Long Term Care	8	Long Term Care
Medicare	3	LH
Mold & The Insurance lustry	8	PC
New Employee	3	LH, PC
New Tres in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance	8	PC
Overview of Life Settlement lustry, Current Events, a Regulatory Update	2	LH
Personal Auto Insurance	6	PC
Principles of Insurance	15	LH, PC
Property Insurance	7	PC
The Six Parts of the Personal Auto Policy	1.5	PC

North Carolina

Advaed Personal Auto Insurae: Endorsements, "No Fault" Insurae, Premiums, and Underwriters	1	General
Agey Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Commercial General Liability Insurae	3	General
Employer Practices	6	General
Employment Law	5	General
Ethics & Fraud	3	Ethics
Ethics for Insurae Professionals - Basic	2	Ethics
Flood Insurae	3	Flood
Homeowners & Dwelling Insurae	6	General
Inland Marine Insurae	6	General
Insurae Fraud Awareness	8	General
Introduction to Property & Casualty and the Insurae Contract	6	General
Legal & Moral Issues in the Insurae Industry	3	Ethics
Legal Responsibilities of the Insurae Agent	8	General
Life Settlements	1	General
Life, Health, Disability and Long Term Care	6	General
Medicare	3	General
Mold & The Insurae Industry	8	General
Mutual Funds & Ethics	8	3 Ethics, 5 General
New Employee	3	General



Course Title

Credit Hrs. and Type

North Carolina

New Trends in Life & Health Insurance: Environmental & Occupational Issues	8	General
Ocean Marine Insurance	8	General
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	General
Personal Auto Insurance	6	General
Principles of Insurance	6	General
Property Insurance	6	General
The Six Parts of the Personal Auto Policy	1	General

Nebraska

Agency Operations	5	General
Commercial General Liability Insurance	3	PC
Creating Value Through Financial Management	3	General
Employment Law	4	LH
Estate Planning Basic	3	Life
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced - Ethics	5	Ethics
Flood Insurance	3	PC
Inland Marine Insurance	4	PC
Introduction to Property and Casualty and the Insurance Contract w Employee	6	PC
Ocean Marine Insurance	2	General
Wills and Trusts	5	PC
	3	Life

New Hampshire

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	1	General
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Employer Practices	6	General
Ethics & Fraud	3	Ethics
Flood Insurance - Basic	3	Flood
Homeowners and Dwelling Insurance	6	General
Inland Marine Insurance - TX Correspondence	6	General
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Ins & Personal Auto Policy	1	General
Legal & Moral Issues in the Insurance Industry	5	3 Ethics, 2 General
Legal Responsibilities of the Insurance Agent	8	3 Ethics, 5 General
Life Settlements	1	General
Mold and the Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine Insurance - TX Correspondence	8	General
Overview of Life Settlements: Current Events & Regulatory Update	2	General
Personal Auto Insurance	6	General
Principles of Insurance	15	General
Six Parts of the Personal Auto Policy	2	General



Course Title

Credit Hrs. and Type

New Mexico

Agency Operations	6	PC, LH
Annuities	4	LH
Anti-Money Laundering	2	PC, LH
Employer Practices	6	PC
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	3	Ethics
Homeowners and Dwelling Insurance	6	LH
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty Insurance and the Insurance Contract	6	PC
Legal and Moral Issues in the Insurance Industry	5	PC, LH
Legal Responsibilities of the Insurance Agent	8	PC, LH
Life Settlements	1	LH
Life, Health, Disability and Long Term Care	7	LH
Medicare	3	PC, LH
Mold and the Insurance Industry	8	PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Personal Auto Insurance	6	PC
Principles of Insurance	15	PC, LH
Property Insurance	7	PC

New Jersey

Adv Personal Auto Ins	1	PC
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Commercial General Liability Insurance	3	General
Consumer Protection Law	1	General
Creating Value Through Financial Management	6	General
Employer Practices	6	General
Employment Law	6	General
Estate Planning Advanced	6	General
Estate Planning Basic	3	General
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	10	Ethics
Evaluating Financial Performance	2	General
Flood Insurance	3	General
Homeowners & Dwelling Insurance	6	General
Inland Marine Insurance	10	General
Insurance Fraud Awareness	5	Fraud
Introduction to Personal Auto Insurance and the Personal Auto Policy	1	PC
Legal & Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Life, Health, Disability and Long Term Care	7	General
Long Term Care	8	LTC
Mold & The Insurance Industry	8	PC
New Employee	3	General



Course Title

Credit Hrs. and Type

New Jersey

New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine Insurance	10	General
Personal Auto Insurance	6	General
Principles of Insurance	15	General
Property Insurance	8	General
The Six Parts of the Personal Auto Policy	2	PC

Nevada

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	1	PC
Agency Operations	6	LH, PC
Annuities	4	Life
Anti-Money Laundering for Insurance Professionals	2	LH, PC
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Employment Law	5	LH, PC
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	LH, PC
Flood Insurance - Basic	3	PC
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	1	PC
Legal & Moral Issues in the Insurance Industry	5	LH, PC
Legal Responsibilities of the Insurance Agent	8	LH, PC
Life Settlements	1	LH
Life, Health, Disability and Long Term Care	7	LH
Medicare	3	Health
Mold & The Insurance Industry	8	PC
New Employee	3	LH, PC
New Trends in Life & Health Insurance: Eironmental & Occupational Issues	6	LH
Ocean Marine Insurance	8	PC
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	LH
Personal Auto Insurance	6	PC
Principles of Insurance	15	LH, PC
Property Insurance	7	PC
Terrorism and Insurance	4	PC
The Six Parts of the Personal Auto Policy	2	PC

New York

Agency Operations	3	LA/C1/BR/C3/PC/PA
Annuities	3	LA/C1/LB
Anti-Money Laundering for Insurance Professionals	2	LA/C1/LB
Commercial General Liability Insurance	2	BR/C3/PC/PA
Creating Value Through Financial Management	3	LA/C1/LB
Employment Law	4	LA/C1/BR/C3/PC/PA
Estate Planning Advanced	4	LA/C1
Homeowner and Dwelling Insurance	6	C3/BR/PC/PA



Course Title

Credit Hrs. and Type

New York

Introduction to Property and Casualty and the Insurance Contract	3	BR/C3/PC/PA
Life, Health, Disability and Long Term Care	5	LA/C1/LB
Medicare -	3	BR/LA/C1/LB
Principles of Insurance	13	LA/C1/LB/BR/C3/PC/PA
Property Insurance	7	BR/C3/PC/PA

Ohio

401(k)	1	General
Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters	1	General
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Commercial General Liability Insurance	3	General
Consumer Protection Law	1	General
Employer Practices	4	General
Employment Law	2	General
Estate Planning Advanced	6	General
Estate Planning Basic	2	General
Ethics & Fraud	4	General
Ethics for Insurance Professionals - Basic	2	General
Ethics for Insurance Professionals: Advanced	5	General
Evaluating Financial Performance	2	General
Flood Insurance	3	NFIP Flood
Homeowners & Dwelling Insurance	4	General
Inland Marine Insurance	6	General
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Insurance & the Personal Auto Policy	1	General
Legal & Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Life, Health, Disability and Long Term Care	7	General
Management of Capital	2	General
Managing Corporate Records	1	General
Medicare	3	General
Mergers and Acquisitions Part 2	2	General
Mergers and Acquisitions Part 3	2	General
Mergers and Acquisitions Part I	1	General
Mold & The Insurance Industry	5	General
Mutual Funds & Ethics	7	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	5	General
Ocean Marine Insurance	8	General
Overview of Life Settlements: Current Events & Regulatory Update	2	General
Personal Auto Insurance	4	General
Principles of Insurance	17	General
Property Insurance	8	General
The Six Parts of the Personal Auto Policy	1.5	General
Wills and Trusts	3	General



Course Title

Credit Hrs. and Type

Oklahoma

Agency Operations	1	LAH, PC
Annuities	3	Life
Annuity Training Course	4	Annuity
Anti-Money Laundering for Insurance Professionals	2	LAH, PC
Commercial General Liability Insurance	3	PC
Employment Law	5	LAH
Ethics & Fraud	3	Ethics
Ethics for Insurance Professionals Advanced	6	Ethics
Ethics for Insurance Professionals Basic	2	Ethics
Flood Insurance	3	Flood NFIP
Homeowners & Dwelling Insurance	3	PC
Homeowners & Dwelling Insurance for Adj	4	Adjuster
Inland Marine Insurance	4	PC
Insurance Fraud Awareness	4	PC
Insurance Fraud Awareness for Adj	5	Adjuster
Introduction to Property and Casualty and the Insurance Contract	2	PC
Legal & Moral Issues in the Insurance Industry	4	Ethics
Legal Responsibilities of the Insurance Agent	5	1 Ethics, 4 LAH & PC
Legislative Update 2011	2	2 Legislative Updates
Life Settlements	1	LAH
Life, Health, Disability and Long Term Care	8	1 AH, 7 Life
Medicare	3	AH
Medicare Advantage Training Course	8	Medicare Initial
Mold & The Insurance Industry	4	PC
Mold & The Insurance Industry for Adj	4	Adjuster
New Employee	2	PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	4	LAH
Overview of Life Settlements: Current Events & Regulatory Update	2	LAH
Personal Auto Insurance	3	PC
Principles of Insurance	6	LAH, PC
Property Insurance	4	PC
Property Insurance for Adj	4	Adjuster
The Six Parts of the Personal Auto Policy	2	PC

Oregon

Advanced Personal Auto Insurance: Endsements, "No Fault" Insurance, Premiums, and Underwriters	1	PC
Agency Operations	6	LH, PC
Annuities	4	LH
Anti-Money Laundering	2	LH, PC
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Employment Law	5	LH, PC
Ethics & Fraud	3	Ethics
Ethics f Insurance Professionals - Advanced	9	Ethics
Ethics f Insurance Professionals - Basic	2	Ethics
Flood Insurance - Basic	3	PC
Homeowners & Dwelling Insurance	6	PC



Course Title

Credit Hrs. and Type

Oregon

Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty Insurance and the Insurance Contract	6	PC
Legal & Mal Issues in the Insurance Industry	5	3 Ethics, 2 PC&LH
Legal Responsibilities of the Insurance Agent	8	3 Ethics, 5 PC&LH
LIFE SETTLEMENTS	1	LH
Life, Health, Long-term Care and Disability Insurance	7	LH
Medicare - Version 7	3	LH
Mold & The Insurance Industry	8	PC
New Employee	3	LH, PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance	8	PC
Personal Auto Insurance	6	PC
Principles of Insurance	13	LH, PC
Property Insurance	7	PC

Pennsylvania

Advanced Personal Auto Ins	2	General
Advanced Supervision	2	General
Agency Operations	5	General
Anti-Money Laundering	2	General
Consumer Protection Law - GE	1	General
Creating Value Through Financial Management	6	General
Creating Value Through Innovation	1	General
Employer Practices	6	General
Employment Law	6	General
Estate Planning Advanced	5	General
Estate Planning Basic	3	General
Ethics & Fraud	4	General
Ethics for Insurance Professionals - Basic	2	General
Ethics for Insurance Professionals Advanced	10	General
Evaluating Financial Performance	2	General
Flood Insurance	3	Flood
HIA for the Insurance Professional	3	General
Homeowners & Dwelling Insurance	6	General
Inland Marine Insurance	6	General
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Insurance	1	General
Introduction to Property and Casualty and the Insurance Contract	6	General
Legal & Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Life, Health, Disability and Long Term Care	7	General
Management of Capital	2	General
Managing Corporate Records	1	General
Mergers and Acquisitions rt 2	2	General
Mergers and Acquisitions rt 3	2	General
Mergers and Acquisitions rt 1	1	General



Course Title

Credit Hrs. and Type

Pennsylvania

Mold & The Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occutional Issues	6	General
Ocean Marine Insurance	8	General
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	General
Long Term Care	1	Long Term Care
Personal Auto Insurance	6	General
Principles of Insurance	17	General
Property Insurance	8	General
The Six rts of the Personal Auto Policy	1	General
Wills and Trusts	3	General

Pre-Licensing

Life&Health	24	General
Property&Casualty	24	General

Rhode Island

Agency Operations	6	PC
Anti-Money Laundeng	2	LA
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Employment Law	5	LA
Ethics & Fraud	3	Ethics
Ethics for Insurance Professionals - Basic	3	Ethics
Homeowners & Dwelling Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty Insurance and the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance Industry	5	Ethics
Life Settlements	1	LA
Medicare	3	LA
Mold and the Insurance Industry	8	PC
New Employee	3	PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LA
Personal Auto Insurance	6	PC
Property Insurance	7	PC

Rhode Island

Agency Operations	6	PC
Annuities	4	LH
Anti-Money Laundering	2	PC
Commercial General Liability Insurance	3	PC
Employment Law	5	LH
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	3	Ethics
Introduction to Property and Casualty and the Insurance Contract	6	PC
Life, Health, Disability and Long Term Care	7	LH
Long Term Care	8	LTC
Medicare	3	LH



Course Title

Credit Hrs. and Type

Rhode Island

New Employee	3	PC
Overview of Life Settlement Industry, Current Events, and Regulatory Update	1	LH
Principles of Insurance	13	PC
Property Insurance	7	PC

South Dakota

Anti-Money Laundering	LH	Self Study
Commercial General Liability Insurance	PC	Self Study
Employer Practices	PC	Self Study
Ethics & Fraud	General	Self Study
Flood Insurance	PC	Self Study
Homeowners & Dwelling Insurance	PC	Self Study
Inland Marine Insurance	PC	Self Study
Insurance Fraud Awareness	General	Self Study
Introduction to Personal Auto Insurance	PC	Self Study
Introduction to Property and Casualty and the Insurance Contract	PC	Self Study
Legal & Moral Issues in the Insurance Industry	General	Self Study
Legal Responsibilities of the Insurance Agent	General	Self Study
Life Settlements	LH	Self Study
Life, Health, Disability and Long Term Care	LH	Self Study
Long-Term Care	LH	Self Study
Long Term Care Refresher Training	LH	Self Study
Medicare	LH	Self Study
Mold & The Insurance Industry	PC	Self Study
Ocean Marine Insurance	PC	Self Study
Overview of Life Settlement Industry, Current Events, and Regulatory Update	LH	Self Study
Personal Auto Insurance	PC	Self Study
Property Insurance	PC	Self Study
The Six Parts of the Personal Auto Policy	PC	Self Study

Tennessee

Advanced Personal Auto Ins	1	PC
Anti-Money Laundering for Insurance Professionals	2	General
Consumer Protection Law	1	LH
Creating Value Through Innovation	1	LH
Employer Practices	6	PC
Estate Planning Advanced	5	LH
Estate Planning Basic	3	LH
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals Basic	3	Ethics
Evaluating Financial Performance	2	LH
Flood Insurance	3	PC
HIPAA for the Insurance Professional	3	LH
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance	13	PC
Insurance Fraud Awareness	5	PC
Introduction to Personal Auto Insurance	1	PC
Legal & Moral Issues in the Insurance Industry	5	General



Course Title

Credit Hrs. and Type

Tennessee

Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	LH
Management of Capital	2	LH
Managing Corporate Records	1	LH
Mergers and Acquisitions Part 2	1	LH
Mergers and Acquisitions Part 3	1	LH
Mergers and Acquisitions Part I	1	LH
Mold & The Insurance Industry	8	PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance	12	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	LH
Personal Auto Insurance	6	PC
Terrorism and Insurance	4	General
The Six Parts of the Personal Auto Policy	2	PC
Wills and Trusts	4	LH

Texas

Advanced Personal Auto Ins	1	General
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering for Insurance Professionals	2	General
Commercial General Liability Insurance	3	General
Employer Practices	6	General
Employment Law	5	General
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	2	Ethics
Ethics for Insurance Professionals Advanced	9	Ethics
Flood Insurance	3	General
Homeowners & Dwelling Insurance	6	General
Identity Theft - Generic Version	4	General
Individual Retirement Accounts	4	General
Inland Marine Insurance	6	General
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Insurance	1	General
Introduction to Property and Casualty and The Insurance Contract	6	General
Legal & Moral Issues in the Insurance Industry	5	General
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Life, Health, Disability and Long Term Care	7	General
Long Term Care - Self Study	8	LTC
Long Term Care Refresher Training	4	LTC
Long Term Care Fundamentals	6	General
Medicare	3	General
Mold & The Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health	6	General
Ocean Marine Insurance	8	General
Overview of Life Settlements: Current Events & Regulatory Update	2	General



Course Title

Credit Hrs. and Type

Texas

Personal Auto Insurance	6	General
Personal Life Insurance	6	General
Principles of Insurance	13.5	General
Property Insurance	7	General
Texas Annuity Certification Course	4	Cert. Annuity
Six Parts of the Personal Auto Policy	1.5	General
Universal Life Insurance	4	General
Variable Universal Life Insurance	3	General

CPA Courses

Analyzing Financial Statements Adv.	1	Accounting
401(k)	2	Accounting
529 Plans	2	Accounting
Asset Allocation	4	Accounting
Asset Management	3	Accounting
Capital Budgeting Analysis	2	Accounting
Consumer Protection Law	1	Accounting
Corporate Bonds Basic	1	Accounting
Corporate Finance for Professionals	8	Accounting
Corporate Pension Plans	1	Accounting
Creating Value through Financial Management	3	Accounting
Creating Value through Innovation	1	Accounting
Economics & Analysis	5	Accounting
Estate Planning Advanced	5	Accounting
Estate Planning Basic	5	Accounting
Evaluating Financial Performance	1	Accounting
Investment Analysis	4	Accounting
Investment Risk and Policy	2	Accounting
Keogh (HR-10) Plans	1	Accounting
Managing Client Capital in Today's Markets	8	Accounting
Market Risk Factors	3	Accounting
Mergers and Acquisitions Part One	1	Accounting
Mergers and Acquisitions Part Two	1	Accounting
Mergers and Acquisitions Part Three	1	Accounting
Qualified Retirement Plans and IRAs	1	Accounting
Sarbanes-Oxley Act	1	Accounting
The Management of Capital	2	Accounting
Understanding Economic Components	6	Accounting
Wills and Trusts	4	Accounting
Anti-Money Laundering	2	Ethics
Ethics for Financial Professionals	2	Ethics
Principles of Fraud and Consumer Protection	4	Ethics
Advanced Supervision	1	Management
Arbitration and Mediation	2	Management
Business Conduct Practices	4	Management
Business Continuity Planning	3	Management
Creating Value through Financial Management	3	Management



Course Title

Credit Hrs. and Type

Texas

CPA Courses

Effective Business Communications	15	Management
Employment Law	3	Management
Gramm-Leach Bliley Act	2	Management
How to Organize and Run a Small Business	9	Management
Legal Environments of Business	12	Management
Managing Corporate Records	2	Management
Proactive Supervision	4	Management
Business Writing	2	Other
REITS	1	Other
Fundamentals of Mortgage Lending	15	Other
Liens, Taxes, and Foreclosures	3	Taxation

Utah

Anti-Money Laundering	2	LAH
Commercial General Liability Insurance	3	PC
Employer Practices	6	PC
Ethics & Fraud	4	Ethics
Ethics for Insurance Professionals - Basic	3	Ethics
Flood Insurance - Basic	3	Flood
Homeowners & Dwelling Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance Industry	5	3 Ethics, 2 General
Legal Responsibilities of the Insurance Agent	8	3 Ethics, 5 General
Life Settlements	1	Life
Life, Health, Disability and Long Term Care	7	LAH
Medicare	3	AH
Mold and the Insurance Industry	8	PC
New Trends in Property and Casualty	2	LAH
Ocean Marine Insurance	8	PC
Overview of Life Settlement Industry CE	2	LAH
Personal Ao Insurance	6	PC
Six Parts of the Personal Ao Policy	2	PC

Title Courses

Deeds	3	Title
Ethics for Title Professionals	2	Title Ethics
Fundamentals of Mortgage Lending	8	Title
Introduction to Title Insurance and Land Titles	4	Title
Liens, Taxes, and Foreclosures	4	Title
Titles and Records	4	Title
Understanding the Appraisers Role	4	Title

Vermont

Advanced Personal Auto Ins	1	General
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Course Title

Credit Hrs. and Type

Vermont

Annuities	4	General
Employer Practices	6	General
Ethics & Fraud	4	Ethics
Flood Insurance	3	Flood
Homeowners & Dwelling Insurance	6	General
Individual Retirement Accounts	4	General
Inland Marine Insurance	6	General
Insurance Fraud Awareness	5	General
Introduction to Personal Auto Insurance and the Personal Auto Policy	1	General
Legal & Moral Issues in the Insurance Industry	5	Ethics
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Long Term Care Fundamentals	6	General
Mold and the Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine Insurance	8	General
Overview of Life Settlements: Current Events & Regulatory Update	2	General
Personal Auto Insurance	6	General
Personal Life Insurance	3	General
Principles of Insurance	15	General
Universal Life Insurance	4	General
Variable Universal Life Insurance	3	General

Virginia

Adnced Personal Auto Insurance: Endorsements,	1	PC
Agency Operations	6	General
Annuities	4	LH
Anti-Money Laundering for Insurance Professionals	2	General
Commercial General Liability Insurance	3	PC
Employer Practices	4	2 Laws & Regulations, 2 General
Employment Law	5	General
Ethics & Fraud	4	General
Ethics for Insurance Professionals - Basic	2	General
Ethics for Insurance Professionals Adnced	9	General
Flood Insurance	3	PC
Homeowners & Dwelling Insurance	4	PC
Identity Theft	4	General
Individual Retirement Accounts	4	LH
Inland Marine Insurance	6	PC
Insurance Fraud Awareness	5	PC
Introduction to Personal Auto Insurance & Personal Auto Policy	1	PC
Introduction to Property and Casualty and the Insurance Contract	6	PC
Legal & Moral Issues in the Insurance Industry	5	1 Laws & Regulations, 4 General
Legal Responsibilities of the Insurance Agent	8	2 Laws & Regulations, 6 General
Life Settlements	1	LH
Life, Health, Disability and Long Term Care	7	LH
Long Term Care Fundamentals	6	LH



Course Title

Credit Hrs. and Type

Virginia

Medicare
 Mold & The Insurance Industry
 New Employee
 Ocean Marine Insurance
 Overview of Life Settlement Industry, Current Events, and Regulatory Update
 Personal Life Insurance
 Principles of Insurance
 Property Insurance
 Terrorism and Insurance
 The Six Parts of the Personal Auto Policy
 Universal Life Insurance
 riable Universal Life Insurance
 Virginia Laws and Regulations for Insurance Agents

LH
 PC
 General
 PC
 1 Laws & Regulations, 1 General
 LH
 General
 PC
 General
 PC
 LH
 LH
 Laws & Regulations

Title Courses

1031 Real Estate Exchanges
 Deeds
 Ethics for Title Professionals
 Fundamentals of Mortgage Lending
 Gramm Leach Bliley Act
 Introduction to Title Insurance & Land Titles
 Liens, Taxes and Foreclosures
 Real Estate Appraisal
 Titles and Records

4
 2
 1
 15
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 4
 3
 5
 3
 Title
 Title
 Title
 Title
 Title
 Title
 Title
 Title

Washington

Advanced Personal Auto Insurance: Endorsements, "No Fault" Insurance, Premiums, and Underwriters
 Agency Operations
 Anti-Money Laundering
 Commercial General Liability Insurance
 Employer Practices
 Employment Law
 Estate Planning Basic
 Ethics & Fraud
 Ethics for Insurance Professionals - Basic
 Ethics for Insurance Professionals Advanced
 Flood Insurance
 Homeowners and Dwelling Insurance
 Inland Marine Insurance
 Insurance Fraud Areness
 Introduction to Personal Auto Insurance
 Legal & Moral Issues in the Insurance Industry
 Legal Responsibilities of the Insurance Agent
 Life Settlements
 Mold & The Insurance Industry
 New Employee

1
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 3
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 4
 3
 1
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 4
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 3
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 General
 General
 General
 General
 General
 General
 General
 1 Ethics, 2 General
 Ethics
 Ethics
 Flood
 General
 General
 General
 General
 Ethics
 General
 General
 General



Course Title

Credit Hrs. and Type

Washington

New Trends in Life & Health Insurance: Environmental & Occupational Issues	4	General
Ocean Marine Insurance	6	General
Overview of Life Settlements: Current Events & Regulatory Update	1	General
Personal Auto Insurance	2	General
Principles of Insurance	12	General
The Six Parts of the Personal Auto Policy	2	General
Wills and Trusts	3	General

Wisconsin

Adv Personal Auto Insurance	1	PC
Annuities - version 4	2	LH
Anti-Money Laundering	1	Health, PC
Commercial General Liability Insurance	2	PC
Employer Practices	6	PC
Ethics & Fraud	3	Ethics
Flood Insurance - Basic	3	Flood
Homeowners & Dwelling Insurance	6	PC
Inland Marine Insurance	6	LH
Insurance Fraud Awareness	5	PC
Introduction to Personal Auto Insurance	1	PC
Introduction to Property and Casualty Insurance and the Insurance Contract	6	PC
Legal and Moral Issues in the Insurance Industry	3	Ethics
Legal Responsibilities of the Insurance Agent	3	Ethics
Life Settlements	1	LH
Mold & The Insurance Industry	8	PC
New Employee	1	LH, PC
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	LH
Ocean Marine Insurance	8	PC
Overview of Life Settlements: Current Events & Regulatory Update	2	LH
Personal Auto Insurance	6	PC
Principles of Insurance	8	LH, PC
The Six Parts of the Personal Auto Policy	2	PC

West Virginia

Agency Operations	6	General
Anti-Money Laundering	2	General
Commercial General Liability Insurance	3	General
Employer Practices	6	General
Ethics & Fraud	4	Ethics
Homeowners & Dwelling Insurance	6	General
Insurance Fraud Awareness	5	General
Introduction to Property and Casualty and the Insurance Contract	6	General
Legal & Moral Issues in the Insurance Industry	5	Ethics
Legal Responsibilities of the Insurance Agent	8	General
Life Settlements	1	General
Long Term Care	8	LTC
Mold & The Insurance Industry	8	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General



Course Title

Credit Hrs. and Type

West Virginia

Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	General
Personal Auto Insurance	6	General
Property Insurance	7	General

Wyoming

Advanced Personal Auto Ins	1	General
Agency Operations	6	General
Annuities	4	General
Anti-Money Laundering	2	General
Commerical General Liability	3	General
Employer Practices	6	General
Ethics & Fraud	3	Ethics
Ethics for Insurance Professionals - Basic	3	Ethics
Flood Insurance	3	Flood
Homeowners & Dwelling Insurance	6	General
Inland Marine Insurance	6	General
Insurance Fraud Awareness	5	General
Legal and Moral Issues in the Insurance Industry	5	3 Ethics, 2 General
Legal Responsibilities of the Insurance Agent	8	3 Ethics, 5 General
Life Settlements	1	General
Mold & The Insurance Industry	8	General
New Employee	3	General
New Trends in Life & Health Insurance: Environmental & Occupational Issues	6	General
Ocean Marine	8	General
Overview of Life Settlement Industry, Current Events, and Regulatory Update	2	General
Personal Auto Insurance	6	General
Principles of Insurance	15	General
Property Insurance	7	Legal
The Six Parts of the Personal Auto Policy	2	General

CFP

401(k)	2 Retirement
Annuities	5 Investment
Anti-Money Laundering for Insurance Professionals	2 General
CFP Board Code of Ethics	2 Ethics
Estate Planning Advanced	5 Estate
Ethics for Insurance Professionals Advanced	2 Insurance
HIPAA for Insurance Professionals	2 Insurance
Life, Health, Disability and Long Term Care	4 Insurance
Long Term Care Insurance	5 Insurance
Medicare	5 Insurance
Mutual Funds	5 Investment
New Employee	2 Insurance
Principles of Insurance	7 Insurance
Wills and Trusts	3 Retirement



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