

Continuing Education Course Descriptions

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. **Answer 40 multiple-choice questions for 24 C.E. credits (includes 3 hours of Ethics).** Course #346588

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. **Answer 35 multiple-choice questions for 20 C.E. credits.** Course #603588

The Variable Annuity Handbook

The Variable Annuity Handbook 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. **Answer 25 multiple-choice questions for 14 C.E. credits.** Course #603586

Advanced Life & Disability Concepts-COMING SOON

This course covers all of the basic principles of Life and Disability insurance, plus in-depth coverage of retirement and life insurance plans. **Answer 30 multiple-choice questions for 12 C.E. credits.** Course # 603988

The Annuity Handbook

The Annuity Handbook, 4th 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. **Answer 20 multiple-choice questions for 11 C.E. credits.** Course #603585

How To Plan For Baby Boomers

This course reviews information on the Baby Boomer Market, including obtaining information, analysis and development of a financial plan. **Answer 20 multiple-choice questions for 9 C.E. credits.** Course # 601865

WA Initial 8-Hour Long-Term Care Course

Reviews everything you need to know about long-term care insurance. This is the eight-hour course that must be taken to initially receive your Long-Term Care certification for Washington State. **Answer 40 multiple-choice questions for 8 C.E. credits.** Course #604301

Advanced Annuities Training Course

Describes annuities, specialized types of annuities, structuring the contract, other contract provisions, retirement planning with annuities, other uses of annuities and annuity sales practices. **Answer 30 multiple-choice questions for 7 C.E. credits.** Course #177100

Advance 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. **Answer 25 multiple-choice questions for 6 C.E. credits (includes 1 hour of Ethics).** Course #603859

WA Refresher 4-Hour Long-Term Care 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.

Answer 25 multiple-choice questions for 4 C.E. credits. Course #604302

Variable Universal Life Basics

Explains what variable universal life insurance is, how the policy works, special policy features, single premium variable universal life, market conduct concerns, consumer appeal and meeting needs. **Answer 25 multiple-choice questions for 4 C.E. credits.** Course # 217141

Ethics For Producers #604828

Ethics

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

Answer 20 multiple-choice questions for 3 C.E. credits (includes 3 hours of Ethics). Course #331892

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. **Answer 22 multiple-choice questions for 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. **Answer 15 multiple-choice questions for 1 C.E. credit (includes 1 hour of Ethics).** Course #604828

Continuing Education Course Descriptions

PROPERTY & CASUALTY TOPICS

Tools/Techniques of Risk Management & Insurance

This comprehensive course is designed to help you better understand risk management problem solving and how insurance can be incorporated. **Answer 40 multiple-choice questions for 24 C.E. credits (includes 3 hours of Ethics). Course #283975**

Advanced Personal Lines

Includes the personal umbrella, flood insurance, specialty vehicles, mobile homes, watercraft, and inland marine insurance. **Answer 40 multiple-choice questions for 14 C.E. credits. Course #269225**

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. **Answer 25 multiple-choice questions for 12 C.E. credits. Course #603857**

Advanced Property & Casualty Concepts-COMING SOON

This course covers all of the basic principles of Property and Casualty insurance, plus in-depth coverage of commercial insurance plans. **Answer 30 multiple-choice questions for 7 C.E. credits. Course # 603989**

Commercial Property Coverages

A comprehensive study of commercial property insurance, including conditions, coverages, causes of loss forms, condominium and builders risk coverages, property endorsements, and time element coverages. **Answer 25 multiple-choice questions for 7 C.E. credits. #604598**

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. **Answer 20 multiple-choice questions for 6 C.E. credits. Course #603860**

Personal Inland Marine and Watercraft Coverages

Includes personal inland marine insurance, floaters, watercraft insurance, boat owner's package policies, and yacht policies. **Answer 25 multiple-choice questions for 5 C.E. credits. Course #108559**

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. **Answer 30 multiple-choice questions for 5 C.E. credits (includes 5 hours of Ethics). Course #603861**

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. **Answer 35 multiple-choice questions for 3 C.E. credits. Course #347183**

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