

New for 2016 Insurance CE Courses

475 - DOL Fiduciary Standard in Retirement Accounts: This course covers the DOL fiduciary standard that becomes applicable to investment advice given in connection with employer retirement plans and IRAs starting in 2017. It discusses prohibited forms of compensation for fiduciaries as well as regulatory exemptions (BIC and PTE 84-24) that allow for payment of commissions in connection with the sale of annuities and other investment products.

20CFP_5 - Ethics for CFP® Professionals, 5th Edition: This course discusses financial planning practice standards that apply to individuals subject to ethics requirements for CFP® professionals. Analyzing fact patterns to determine if a financial planning relationship exists and client disclosures are covered.

470_NH - Workers' Compensation in New Hampshire: This course covers workers' compensation insurance in New Hampshire. It discusses employer obligations, coverage, claims, cost containment, and industry trends.

239_3 - Montana Insurance Law: A Guide to Changes & Updates_3rd Edition: This course covers recent changes to insurance statutes and administrative rules as required for Montana's insurance licensees.

471 - Earthquake Insurance: This covers earthquake risk and earthquake insurance. It discusses coverages, exclusion, costs, and limitation of earthquake insurance as well as mitigation efforts that can be done both before and after an earthquake.

472_OK - Private Flood Insurance, Oklahoma: This course covers private flood insurance in Oklahoma. It discusses legislative changes in the National Flood Insurance Program (NFIP) and Oklahoma law that made private insurance viable in the flood insurance market and discusses a variety of cost factors that differentiate between NFIP and private flood insurance.

449_FL_ADJ_3 - Florida 5-hour Law and Ethics Update: Adjuster, 2nd Edition: Upon completion of this course, you should understand Florida insurance law updates, premium discounts in Florida, Ethics in Florida, Florida disciplinary trends, insurance industry trends, and the rules governing the suitability of insurance products. This course is focused on Adjusters.

449_FL_GL_2 - Florida 5-hour Law and Ethics Update: General Lines, 2nd Edition: Upon completion of this course, you should understand Florida insurance law updates, premium discounts in Florida, Ethics in Florida, Florida disciplinary trends, insurance industry trends, and the rules governing the suitability of insurance products. This course is focused on General Lines.

449_FL_LHA_3 - Florida 5-hour Law and Ethics Update: Life, Health and Annuities, 3rd Edition: Upon completion of this course, you should understand Florida insurance law updates, Ethics in Florida, Florida disciplinary trends, insurance industry trends, and the rules governing the suitability of insurance products. This course is focused on Life, Health and Annuities.

449_FL_LH_3 - Florida 5-hour Law and Ethics Update: Life and Health, 3rd Edition: Upon completion of this course, you should understand Florida insurance law updates, Ethics in Florida, Florida disciplinary trends, insurance industry trends, and the rules governing the suitability of insurance products. This course is focused on Life and Health.

449_FL_H_3 - Florida 5-hour Law and Ethics Update: Health, 3rd Edition: Upon completion of this course, you should understand Florida insurance law updates, Ethics in Florida, Florida disciplinary trends, insurance industry trends, and the rules governing the suitability of insurance products. This course is focused on Health.

473 - Working With Older Clients: This course covers issues common when working with senior clients. It discusses ways to work with clients having diminished capacity, fraud and elder financial abuse, suitability issues that particularly affect seniors, and appropriate methods of marketing to these clients.

474 - Captive Insurance Companies: This course discusses the benefits of creating a captive insurance company to meet a business' risk management needs in a way that is more economical and more targeted than commercial insurance. It covers critical tax issues that enable premium deductibility as well as tax-favored ways to transfer profits of the captive to heirs or key employees. Criteria for identifying candidates for this risk-management option are discussed.

Course # TBD - Ethics of Social Media in Insurance: This course covers ethical issues that arise in communicating with the public through various social media services. It explores ethical requirements coming from state insurance laws, FINRA, and the DOL fiduciary rule under ERISA. It discusses defamation, infringement, and privacy as areas of potential liability, cyber-security and cyber-security insurance, recordkeeping and the importance of firm policies. *Coming Soon!*