

Click on the state abbreviations below to find out which National Underwriter Company courses will help you meet the continuing education credits required by your state.

AL	HI	MA	NM	SD
AK	ID	MI	NY	TN
AZ	IL	MN	NC	TX
AR	IN	MS	ND	UT
CA	IA	MO	OH	VT
CO	KS	MT	OK	VA
CT	KY	NE	OR	WA
DE	LA	NV	PA	WV
DC	ME	NH	RI	WI
FL	MD	NJ	SC	WY
GA				

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
200713	The Annuity Handbook 4th Edition	9717	18	Annual	General
	Ethics & Customer Service 2nd Edition	4579	5	Annual	General
	Ethic & The Sale 2nd Edition	3770	3	Annual	General
	Financial Planning for the Older Client 6th Edition	10574	34	Annual	General
	How to Plan for Baby Boomers 2nd Edition	12535	12	Annual	General
	Ultimate IRA Resource 3rd Edition	10937	27	Annual	General
	The Tools & Techniques of Charitable Planning 2nd Edition	12822	16	Annual	Life
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	10778	46	Annual	General
	The Tools & Techniques of Financial Planning 9th Edition				
	The Tools & Techniques of Life Insurance Planning 4th Edition	13180	33	Annual	General, Life/Accident & Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	7992	24	Annual	General
	The Variable Annuity Handbook 2nd Edition	10276	19	Annual	General
	Working with LLCs & FLPs 2nd Edition	5734	13	Annual	General
	Working with S Corporations 3rd Edition	3383	26	Annual	General
	Business Auto Coverage Guide 2nd Edition	3802	10	Annual	General
	Business Interruption Book 1st Edition	11240	24	Annual	P&C
	Businessowners Policy Coverage Guide 3rd Edition	10573	22	Annual	General
	Commercial General Liability 8th Edition	3370	19	Annual	General
	Commercial Property Coverage Guide 3rd Edition	10960	27	Annual	P&C
	D & O Coverage Guide 1st Edition	4034	16	Annual	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	5434	17	Annual	General
	Employment Practices Liability 1st Edition	4061	8	Annual	General
	Homeowners Coverage Guide 3rd Edition	12823	16	Annual	P&C
	Insuring to Value 2nd Edition	11535	7	Annual	P&C
	Personal Auto Coverage Guide 2nd Edition	4359	17	Annual	General
	Personal Umbrella Coverage Guide 1st Edition	5437	7	Annual	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	7550	20	Annual	General
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	5432	11	Annual	General
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues				
	Distribution Planning	8120	8	Annual	General
	Equity Indexed Annuities Explained	14897	4	Annual	General
	Estate Planning	6177	6	Annual	General
	Introduction to Annuities	4991	14	Annual	General
	Introduction to Financial Planning for Seniors	5440	17	Annual	General
	Introduction to Life Insurance	NONE	N/A	N/A	N/A
	Introduction to Long Term Care	11422	8	Annual	General
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	14213	2	Annual	General
	Introduction to Variable Annuities	5579	12	Annual	General
	Introduction to Variable Life Insurance	5374	13	Annual	General
	Life Insurance Planning	5816	8	Annual	General
	Ethics in Insurance: Past and Present	13253	2	Annual	Ethics
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	6186	19	Annual	General
	Commercial Property Policy Explained	6280	8	Annual	General
	Commercial Umbrella Explained	none	none	N/A	N/A
	COPE Explained	7549	6	Annual	General
	Insurance Principles	5622	8	Annual	General
	Introduction to Homeowners	5105	16	Annual	General
	Introduction to Homeowners Endorsement	5002	7	Annual	General
	Introduction to Personal Auto Coverage	5598	13	Annual	General
	Introduction to Personal Umbrella Coverage	5359	8	Annual	General
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
N/A	The Annuity Handbook 4th Edition	N/A	18	none	L&H
	Ethics & Customer Service 2nd Edition	N/A	8	none	L&H
	Ethics & The Sale 2nd Edition	N/A	8	none	L&H
	Financial Planning for the Older Client 6th Edition	N/A	30	none	L&H
	How to Plan for Baby Boomers 2nd Edition	N/A	12	none	L&H
	Ultimate IRA Resource 3rd Edition	N/A	33	none	L&H
	The Tools & Techniques of Charitable Planning 2nd Edition	N/A	26	none	L&H
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	N/A	30	none	L&H
	The Tools & Techniques of Estate Planning 14th Edition	N/A	49	none	L&H
	The Tools & Techniques of Financial Planning 9th Edition	N/A	39	none	L&H
	The Tools & Techniques of Life Insurance Planning 4th Edition	N/A	33	none	L&H
	The Tools & Techniques of Life Settlement Planning 1st Edition	N/A	30	none	L&H
	The Ultimate Trust Resource 2nd Edition	N/A	33	none	L&H
	The Variable Annuity Handbook 2nd Edition	N/A	21	none	L&H
	Working with LLCs & FLPs 2nd Edition	N/A	20	none	L&H
	Working with S Corporations 3rd Edition	N/A	28	none	L&H
	Business Auto Coverage Guide 2nd Edition	N/A	11	none	P&C
	Business Interruption Book 1st Edition	N/A	26	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	N/A	22	none	P&C
	Commercial General Liability 8th Edition	N/A	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	N/A	28	none	P&C
	D & O Coverage Guide 1st Edition	N/A	20	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	N/A	none	none	none
	E-coverage Guide 1st Edition	N/A	24	none	P&C
	Employment Practices Liability 1st Edition	N/A	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	N/A	20	none	P&C
	Insuring to Value 2nd Edition	N/A	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	N/A	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	N/A	11	none	P&C
	Problem Issues in CGL 1st Edition	N/A	12	none	P&C
	Target Market Series: Contractors 1st Edition	N/A	9	none	P&C
	Target Market Series: Truckers 1st Edition	N/A	9	none	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	N/A	20	none	P&C
	Winning By the Rules 2nd Edition	N/A	9	none	P&C
	Workers Compensation Guide 1st Edition	N/A	17	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	N/A	8	none	L&H
	Equity Indexed Annuities Explained	N/A	4	none	L&H
	Estate Planning	N/A	7	none	L&H
	Introduction to Annuities	N/A	11	none	L&H
	Introduction to Financial Planning for Seniors	N/A	12	none	L&H
	Introduction to Life Insurance	N/A	6	none	L&H
	Introduction to Long Term Care	N/A	12	none	L&H
	Introduction to Medicare	N/A	4	none	L&H
	Introduction to Universal Life	N/A	3	none	L&H
	Introduction to Variable Annuities	N/A	4	none	L&H
	Introduction to Variable Life Insurance	N/A	10	none	L&H
	Life Insurance Planning	N/A	6	none	L&H
	Ethics in Insurance: Past and Present	N/A	5	none	Ethics
	Business Auto Policy Explained	N/A	12	none	P&C
	Businessowners Policy Explained	N/A	5	none	P&C
	CGL Explained	N/A	16	none	P&C
	Commercial Property Policy Explained	N/A	6	none	P&C
	Commercial Umbrella Explained	N/A	none	none	none
	COPE Explained	N/A	6	none	P&C
	Insurance Principles	N/A	8	none	P&C
	Introduction to Homeowners	N/A	16	none	P&C
	Introduction to Homeowners Endorsement	N/A	2	none	P&C
	Introduction to Personal Auto Coverage	N/A	12	none	P&C
	Introduction to Personal Umbrella Coverage	N/A	8	none	P&C
	Workers Compensation Explained	N/A	3	none	P&C

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
S10060	The Annuity Handbook 4th Edition	C59018	14	7/10/2011	General
	Ethics & Customer Service 2nd Edition	C61133	4	1/31/2012	General
	Ethics & The Sale 2nd Edition	C61132	3	1/31/2012	General
	Financial Planning for the Older Client 6th Edition	C28100	28	10/31/2011	General
	How to Plan for Baby Boomers 2nd Edition	C78039	12	5/11/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	C65615	26	11/16/2010	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	C64270	49	8/29/2010	General
	The Tools & Techniques of Financial Planning 9th Edition	C04290	39	12/10/2011	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	33	5/11/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	C44372	20	8/25/2011	General
	The Variable Annuity Handbook 2nd Edition	C60406	15	11/9/2011	General
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	C59213	11	9/1/2011	General
	Business Interruption Book 1st Edition	C66636	19	3/4/2011	P&C
	Businessowners Policy Coverage Guide 3rd Edition	C63281	18	8/10/2010	General
	Commercial General Liability 8th Edition	C59580	18	9/5/2011	General
	Commercial Property Coverage Guide 3rd Edition	C65439	22	11/13/2010	General
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	C59579	15	8/30/2011	General
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	C01476	9	9/23/2011	6 - General; 3-Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	C47261	6	12/4/2011	General
	Equity Indexed Annuities Explained	C03988	4	11/3/2011	General
	Estate Planning	C33479	7	2/28/2011	Life
	Introduction to Annuities	C30797	11	6/22/2012	Life
	Introduction to Financial Planning for Seniors	C33367	14	2/26/2011	Life
	Introduction to Life Insurance	C32387	6	11/7/2010	Life
	Introduction to Long Term Care	C32373	13	11/1/2010	Life
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	C02388	3	5/12/2011	General
	Introduction to Variable Annuities	C32145	10	10/2/2010	Life
	Introduction to Variable Life Insurance	C32495	10	12/3/2010	Life
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	C01183	5	5/12/2011	Ethics
	Business Auto Policy Explained	C03879	12	9/17/2011	General
	Businessowners Policy Explained	C03822	6	9/15/2011	General
	CGL Explained	C35472	16	9/27/2011	P&C
	Commercial Property Policy Explained	C36130	6	12/9/2011	General
	Commercial Umbrella Explained	none	none	none	none
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	C31529	13	8/17/2010	P&C
	Introduction to Homeowners Endorsement	C30556	7	4/24/2012	P&C
	Introduction to Personal Auto Coverage	C32244	11	10/16/2010	P&C
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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SENT 3/5/2010

SENT 3/5/2010

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
1210	The Annuity Handbook 4th Edition	10084276	18	none	General
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	10084912	3	none	General
	Financial Planning for the Older Client 6th Edition	10085083	20	none	General
	How to Plan for Baby Boomers 2nd Edition	10086903	9	none	Life, Health
	Ultimate IRA Resource 3rd Edition	10085413	16	none	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	10086895	20	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	10082578	20	none	General
	The Variable Annuity Handbook 2nd Edition	10084602	20	none	General
	Working with LLCs & FLPs 2nd Edition	182	20	none	General
	Working with S Corporations 3rd Edition	126	20	none	General
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	10085115	20	none	General
	Commercial General Liability 8th Edition	10084334	19	none	General
	Commercial Property Coverage Guide 3rd Edition	10085457	14	none	General
	D & O Coverage Guide 1st Edition	153	16	none	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	177	20	none	General
	Employment Practices Liability 1st Edition	152	7	none	General
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	10086094	5	none	P&C
	Personal Auto Coverage Guide 2nd Edition	10084333	21	none	General
	Personal Umbrella Coverage Guide 1st Edition	175	11	none	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	10082127	20	none	General
	Winning By the Rules 2nd Edition	PENDING Snt 9.28			
	Workers Compensation Guide 1st Edition	180	17	none	General
CD's - E-Learning Courses					
	Annuities and Suitability Explained	10088560	4	none	General
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	10082744	8	none	General
	Estate Planning	178	9	none	General
	Equity Indexed Annuities Explained	10088185	4	none	General
	Introduction to Annuities	164	10	none	General
	Introduction to Financial Planning for Seniors	179	15	none	General
	Introduction to Life Insurance	171	9	none	General
	Introduction to Long Term Care	172	18	none	General
	Introduction to Medicare	10082298	4	none	General
	Introduction to Universal Life	10088031	3	none	General
	Introduction to Variable Annuities	169	12	none	General
	Introduction to Variable Life Insurance	173	13	none	General
	Life Insurance Planning	183	8	none	General
	Ethics in Insurance: Past and Present	10087541	5	none	Ethics
	Business Auto Policy Explained	188	17	none	General
	CGL Explained	185	19	none	General
	Commercial Property Policy Explained	189	8	none	General
	Commercial Umbrella Explained	none	none	none	none
	COPE Explained	10082130	6	none	General
	Insurance Principles	181	8	none	General
	Introduction to Homeowners	167	16	none	General
	Introduction to Homeowners Endorsement	166	7	none	General
	Introduction to Personal Auto Coverage	170	13	none	General
	Introduction to Personal Umbrella Coverage	168	8	none	General
	Workers Compensation Explained	NONE	N/A	none	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
20345	The Annuity Handbook 4th Edition	170498	14	8/31/2011	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	77623	21	12/31/2011	Life
	How to Plan for Baby Boomers 2nd Edition	209882	10	5/31/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	191338	28	11/30/2010	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	211682	21	6/30/2010	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	231807	30	8/24/2010	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	189418	49	9/30/2010	Life
	The Tools & Techniques of Financial Planning 9th Edition	236136	39	11/30/2011	LX
	The Tools & Techniques of Life Insurance Planning 4th Edition	209862	33	5/31/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	220323	23	12/31/2010	Life, Health
	The Ultimate Trust Resource 2nd Edition	141358	33	9/30/2011	Life
	The Variable Annuity Handbook 2nd Edition	12412	8	5/31/2010	Life
	Working with LLCs & FLPs 2nd Edition	99318	11	6/30/2011	Life
	Working with S Corporations 3rd Edition	10240	21	1/31/2011	Life
	Business Auto Coverage Guide 2nd Edition	13363	10	1/31/2011	Fire & Casualty
	Business Interruption Book 1st Edition	195318	20	3/31/2011	P&C
	Businessowners Policy Coverage Guide 3rd Edition	188958	18	8/31/2010	Fire & Casualty
	Commercial General Liability 8th Edition	7320	15	3/31/2011	Fire & Casualty
	Commercial Property Coverage Guide 3rd Edition	191639	17	11/30/2010	Fire & Casualty
	D & O Coverage Guide 1st Edition	70164	11	5/31/2011	Fire & Casualty
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	93939	14	3/31/2011	Fire & Casualty
	Employment Practices Liability 1st Edition	70163	6	4/30/2011	Fire & Casualty
	Homeowners Coverage Guide 3rd Edition	214042	20	8/31/2010	P&C
	Insuring to Value 2nd Edition	199598	7	6/30/2011	P&C
	Personal Auto Coverage Guide 2nd Edition	75126	13	10/31/2011	Fire & Casualty
	Personal Umbrella Coverage Guide 1st Edition	93938	6	3/31/2011	Fire & Casualty
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	224294	9	3/31/2011	P&C
	Target Market Series: Truckers 1st Edition	224295	9	3/31/2011	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	136320	30	5/31/2011	Fire & Casualty
	Winning By the Rules 2nd Edition	224293	9	3/31/2011	P&C
	Workers Compensation Guide 1st Edition	95718	8	4/30/2011	Fire & Casualty
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	239107	4	3/31/2012	Ethics
	Distribution Planning	145878	5	1/31/2012	Life
	Equity Indexed Annuities Explained	235449	4	10/31/2011	Life & Casualty
	Estate Planning	98958	4	4/30/2011	Life
	Introduction to Annuities	82824	10	7/31/2010	Life
	Introduction to Financial Planning for Seniors	95858	6	4/30/2011	Life
	Introduction to Life Insurance	89340	5	11/30/2010	Life
	Introduction to Long Term Care	91418	18	12/31/2010	Fire & Life
	Introduction to Medicare	135100	3	4/30/2011	Life
	Introduction to Universal Life	226747	3	5/31/2011	Life
	Introduction to Variable Annuities	89338	6	11/30/2010	Life
	Introduction to Variable Life Insurance	89358	6	11/30/2010	Life
	Life Insurance Planning	98962	4	5/31/2011	Life
	Ethics in Insurance: Past and Present	none	none	none	none
	Business Auto Policy Explained	108240	12	12/31/2011	Fire & Casualty
	CGL Explained	104458	9	9/30/2011	Fire & Casualty
	Commercial Property Policy Explained	108239	8	12/31/2011	Fire & Casualty
	Commercial Umbrella Explained	none	none	none	none
	COPE Explained	136318	6	5/31/2011	Life
	Insurance Principles	98959	2	5/31/2011	Fire & Casualty
	Introduction to Homeowners	89298	9	11/30/2010	Fire & Casualty
	Introduction to Homeowners Endorsement	82823	7	6/30/2010	Fire & Casualty
	Introduction to Personal Auto Coverage	89339	7	11/30/2010	Fire & Casualty
	Introduction to Personal Umbrella Coverage	89318	5	11/30/2010	Fire & Casualty
	Workers Compensation Explained	121718	9	6/30/2010	Fire & Life

**Cancelled Effective 8/24/09 due to new edition, roster will be accepted under course 201898 through 8/24/10

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
49815	The Annuity Handbook 4th Edition	41360	18	7/31/2011	Life/Accident & Health
	Ethics & Customer Service 2nd Edition	41734 & 41735	7 (2E)	10/31/2011	Property/Casualty/Life/A&H, Ethics (2)
	Ethics & The Sale 2nd Edition	*41732 & 41733	6 (3E)	10/31/2011	Life/Accident & Ethics(3)
	Financial Planning for the Older Client 6th Edition	42811	36	6/30/2012	Life/Accident & Health
	How to Plan for Baby Boomers 2nd Edition	45904	12	4/30/2011	Life, Health
	Ultimate IRA Resource 3rd Edition	43342	33	10/31/2012	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	46349	26	7/31/2011	L&H, Annuities, Variable Product
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	47851	30	8/31/2012	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	43064	49	8/31/2012	Life/Accident & Health
	The Tools & Techniques of Financial Planning 9th Edition	48145	39	12/31/2012	L&H, Annuities, Variable Product
	The Tools & Techniques of Life Insurance Planning 4th Edition	45903	40	4/30/2011	L&H, Annuities, Variable Product
	The Tools & Techniques of Life Settlement Planning 1st Edition	46839	30	11/30/2011	Life, Health
	The Ultimate Trust Resource 2nd Edition	17697	38	9/30/2011	Life/Accident & Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	41481	13	8/31/2011	P&C
	Business Interruption Book 1st Edition	43901	26	2/28/2013	P&C
	Businessowners Policy Coverage Guide 3rd Edition	42810	22	6/30/2012	P&C
	Commercial General Liability 8th Edition	41480	19	8/31/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	43384	28	11/30/2012	P&C
	D & O Coverage Guide 1st Edition	11417	19	4/30/2010	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	14102	23	2/29/2012	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	46361	20	7/31/2011	P&C
	Insuring to Value 2nd Edition	44338	7	6/30/2010	P&C
	Personal Auto Coverage Guide 2nd Edition	41479	21	8/31/2011	P&C
	Personal Umbrella Coverage Guide 1st Edition	14065	11	1/31/2012	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	47128	9	2/28/2012	P&C
	Target Market Series: Truckers 1st Edition	47130	9	2/28/2012	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	47129	9	2/28/2012	P&C (Ethics Pending)
	Workers Compensation Guide 1st Edition	14272	14	3/31/2012	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	17994	2	11/30/2011	Life/Accident & Health
	Equity Indexed Annuities Explained	48055	4	10/31/2012	Life/Accident & Health
	Estate Planning	14150	11	2/28/2012	Life/Accident & Health
	Introduction to Annuities	13216	7	5/31/2011	Life/Accident & Health
	Introduction to Financial Planning for Seniors	14131	8	2/28/2012	Life/Accident & Health
	Introduction to Life Insurance	13863	5	11/30/2011	Life/Accident & Health
	Introduction to Long Term Care	NONE	N/A	N/A	N/A
	Introduction to Medicare	17271	4	5/31/2011	Life/Accident & Health
	Introduction to Universal Life	47444	3	5/31/2012	Life/Accident & Health
	Introduction to Variable Annuities	13808	5	10/31/2011	Life/Accident & Health
	Introduction to Variable Life Insurance	13905	5	12/31/2011	Life/Accident & Health
	Life Insurance Planning	14436	5	5/31/2012	Life/Accident & Health
	Ethics in Insurance: Past and Present	19378	3	2/28/2013	Ethics
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	NONE	N/A	N/A	N/A
	Commercial Property Policy Explained	15295	2	12/31/2010	Property/Casualty
	Commercial Umbrella Explained	43951	20	2/28/2013	Property/Casualty
	COPE Explained	17100	6	4/30/2011	Property/Casualty
	Insurance Principles	14273	6	3/31/2012	Property/Casualty
	Introduction to Homeowners	13580	7	8/31/2011	Property/Casualty
	Introduction to Homeowners Endorsement	13169	6	5/31/2011	Property/Casualty
	Introduction to Personal Auto Coverage	13838	6	10/31/2011	Property/Casualty
	Introduction to Personal Umbrella Coverage	13807	4	10/31/2011	Property/Casualty
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
10060	The Annuity Handbook 4th Edition	59018	14	7/13/2011	Life, Health
	Ethics & Customer Service 2nd Edition	61133	4	2/3/2012	Ethics
	Ethics & The Sale 2nd Edition	61132	3	2/3/2012	Ethics
	Financial Planning for the Older Client 6th Edition	28100	21	11/1/2011	Life, Health, Ethics (3)
	How to Plan for Baby Boomers 2nd Edition	101898	12	5/6/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	100122	24	11/9/2010	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	102216	26	8/19/2010	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	100040	24	10/5/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	104038	39	3/8/2012	Life, Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	101900	40	5/6/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	102665	24	11/21/2010	Life, Health
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	60406	15	11/15/2011	L&H, Ethics(1)
	Working with LLCs & FLPs 2nd Edition	34066	12	5/9/2011	L&H, Ethics(4)
	Working with S Corporations 3rd Edition	17049	21	2/10/2012	L&H, Ethics (3)
	Business Auto Coverage Guide 2nd Edition	22152	11	11/11/2010	P&C
	Business Interruption Book 1st Edition	100536	24	3/19/2011	P&C
	Businessowners Policy Coverage Guide 3rd Edition	63281	18	8/14/2010	P&C
	Commercial General Liability 8th Edition	59580	18	9/7/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	100123	24	11/9/2010	P&C
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	102217	20	8/19/2010	P&C
	Insuring to Value 2nd Edition	100885	7	6/15/2011	P&C
	Personal Auto Coverage Guide 2nd Edition	24794	15	8/16/2011	P&C, Ethics (3)
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	00102931	9	3/6/2011	P&C
	Target Market Series: Truckers 1st Edition	pending	pending	pending	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	C41617	32	4/15/2011	P&C
	Winning By the Rules 2nd Edition	36028	12	12/4/2011	Laws/Reg/Ethics (12)
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	47261	6	12/9/2011	6 LRE
	Equity Indexed Annuities Explained	103678	4	11/10/2011	4 LH
	Estate Planning	33479	7	3/6/2011	7 LRE
	Introduction to Annuities	30797	11	6/26/2010	2 LRE & 9 LH
	Introduction to Financial Planning for Seniors	NONE	N/A	NONE	N/A
	Introduction to Life Insurance	32387	6	11/12/2010	1 LRE & 5 LH
	Introduction to Long Term Care	32373	13	11/5/2010	3 LRE & 10 LH
	Introduction to Medicare	43342	4	5/8/2011	4 LH
	Introduction to Universal Life	103125	3	5/12/2011	3 LH
	Introduction to Variable Annuities	32145	10	10/4/2010	3 LRE & 7 LH
	Introduction to Variable Life Insurance	32495	10	12/5/2010	2 LRE & 8 LH
	Life Insurance Planning	34150	5	5/13/2011	5 LH
	Ethics in Insurance: Past and Present	102673	5	12/4/2010	5 LRE
	Business Auto Policy Explained	100424	12	2/5/2011	12 PC
	CGL Explained	35472	16	10/2/2011	16 PC
	Commercial Property Policy Explained	36130	6	12/12/2011	21 PC
	Commercial Umbrella Explained	100537	20	3/19/2011	20 PC
	COPE Explained	NONE	N/A	NONE	6 PC
	Insurance Principles	NONE	N/A	NONE	5 PC
	Introduction to Homeowners	31529	13	8/21/2010	13 PC
	Introduction to Homeowners Endorsement	30556	7	4/26/2012	7 PC
	Introduction to Personal Auto Coverage	32244	11	10/18/2010	11 PC
	Introduction to Personal Umbrella Coverage	31983	6	9/25/2010	6 PC
	Workers Compensation Explained	NONE	N/A	NONE	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
086	The Annuity Handbook 4th Edition	12939	14	none	General/Laws
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	Pending	Pending	none	L&H, Ethics
	Financial Planning for the Older Client 6th Edition	20362	16	none	General, Ethics(2)
	How to Plan for Baby Boomers 2nd Edition	35701	8	none	General
	Ultimate IRA Resource 3rd Edition	21791	20	none	General
	The Tools & Techniques of Charitable Planning 2nd Edition	42523	20	none	General, Ethics(2)
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	21147	20	none	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	35699	20	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	16212	12	none	General, Ethics(1)
	Working with LLCs & FLPs 2nd Edition	8808	15	none	Life, Health
	Working with S Corporations 3rd Edition	6089	20	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	13581	8	none	P&C
	Business Interruption Book 1st Edition	25439	19	none	General
	Businessowners Policy Coverage Guide 3rd Edition	20278	20	none	P&C
	Commercial General Liability 8th Edition	13580	10	none	P&C
	Commercial Property Coverage Guide 3rd Edition	22677	20	none	General
	D & O Coverage Guide 1st Edition	9391	5	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	931	20	none	P&C
	Employment Practices Liability 1st Edition	1258	7	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	26666	7	none	General
	Personal Auto Coverage Guide 2nd Edition	13579	10	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	933	5	none	P&C
	Problem Issues in CGL 1st Edition	702	6	none	P&C
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	9161	20	none	P&C
	Winning By the Rules 2nd Edition	46260	7 (G) 3 (E)	none	General, Ethics (3)
	Workers Compensation Guide 1st Edition	932	17	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	46619	4	none	Ethics
	Distribution Planning	2672	8	None	General
	Equity Indexed Annuities Explained	43936	4	none	General
	Estate Planning	4127	6	None	General
	Introduction to Annuities	4489	7	None	General
	Introduction to Financial Planning for Seniors	4125	10	None	General
	Introduction to Life Insurance	4353	6	None	General
	Introduction to Long Term Care	4351	8	None	General
	Introduction to Medicare	2943	4	None	Ethics
	Introduction to Universal Life	42514	3	None	General
	Introduction to Variable Annuities	4354	12	None	General
	Introduction to Variable Life Insurance	4352	13	None	General
	Life Insurance Planning	4090	6	None	General
	Ethics in Insurance: Past and Present	217	7	None	General
	Business Auto Policy Explained	700	12	None	General
	Businessowners Policy Explained	46246	7	none	General
	CGL Explained	43738	16	none	General
	Commercial Property Policy Explained	701	6	None	General
	Commercial Umbrella Explained	43737	20	none	General
	COPE Explained	486	6	None	General
	Insurance Principles	930	8	None	General
	Introduction to Homeowners	1013	8	None	General
	Introduction to Homeowners Endorsement	980	7	None	General
	Introduction to Personal Auto Coverage	864	6	None	General
	Introduction to Personal Umbrella Coverage	856	5	None	General
	Workers Compensation Explained	8232	2	None	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
1161	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	00015765	12	5/16/2010	General
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	00015766	16	5/16/2010	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	NONE	N/A
	Equity Indexed Annuities Explained	1759	4	5/31/2012	LH
	Estate Planning	NONE	N/A	NONE	N/A
	Introduction to Annuities	NONE	N/A	NONE	N/A
	Introduction to Financial Planning for Seniors	NONE	N/A	NONE	N/A
	Introduction to Life Insurance	NONE	N/A	NONE	N/A
	Introduction to Long Term Care	NONE	N/A	NONE	N/A
	Introduction to Medicare	NONE	N/A	NONE	N/A
	Introduction to Universal Life	16718	3	4/28/2011	General
	Introduction to Variable Annuities	NONE	N/A	NONE	N/A
	Introduction to Variable Life Insurance	NONE	N/A	NONE	N/A
	Life Insurance Planning	NONE	N/A	NONE	N/A
	Ethics in Insurance: Past and Present	16339	5	5/31/2011	Ethics
	Business Auto Policy Explained	NONE	N/A	NONE	N/A
	CGL Explained	NONE	N/A	NONE	N/A
	Commercial Property Policy Explained	NONE	N/A	NONE	N/A
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	NONE	N/A
	Insurance Principles	NONE	N/A	NONE	N/A
	Introduction to Homeowners	NONE	N/A	NONE	N/A
	Introduction to Homeowners Endorsement	NONE	N/A	NONE	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	NONE	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	NONE	N/A
	Workers Compensation Explained	NONE	N/A	NONE	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
363382	The Annuity Handbook 4th Edition	55034	11	none	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	46125	8	None	CE 0216 - Life
	Estate Planning	41323	6	None	CE 0216 - Life
	Introduction to Annuities	41325	10	None	CE 0216 - Life
	Introduction to Financial Planning for Seniors	41322	12	None	CE 0216 - Life
	Introduction to Life Insurance	44378	10	None	CE 0216 - Life
	Introduction to Long Term Care	41324	13	None	CE 0240 - Health
	Introduction to Medicare	55343	2	None	CE 0240 - Health
	Universal Life Insurance Explained	70271	3	None	CE 0216 - Life
	Introduction to Variable Annuities	NONE	N/A	None	N/A
	Introduction to Variable Life Insurance	NONE	N/A	None	N/A
	Life Insurance Planning	44892	8	None	CE 0216 - Life
	Ethics in Insurance: Past and Present	NONE	N/A	None	N/A
	Business Auto Policy Explained	40979	12	None	CE 0220 - General Lines (Property & Casualty)
	Businessowners Policy Explained	72116	7	none	CE 0220 - General Lines (Property & Casualty)
	CGL Explained	40978	14	None	CE 0220 - General Lines (Property & Casualty)
	Commercial Property Policy Explained	40980	6	None	CE 0220 - General Lines (Property & Casualty)
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	None	N/A
	Insurance Principles	NONE	N/A	None	N/A
	Introduction to Homeowners	40242/55350	11	None	CE 0233 - Industrial Fire & CE 0324c - Adjuster Optional
	Introduction to Homeowners Endorsement	NONE	N/A	None	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	None	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	None	N/A
	Workers Compensation Explained	NONE	N/A	None	N/A

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
10269	The Annuity Handbook 4th Edition	27208	9	9/30/2010	Life
	Ethics & Customer Service 2nd Edition	28474	5	9/30/2010	Ethics
	Ethics & The Sale 2nd Edition	28475	4	9/30/2010	Ethics
	Financial Planning for the Older Client 6th Edition	29186	15	9/30/2010	Life, Health
	How to Plan for Baby Boomers 2nd Edition	33375	6	9/30/2010	Life
	Ultimate IRA Resource 3rd Edition	29979	25	9/30/2010	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	33932	13	9/30/2010	Life
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	36304	15	9/30/2010	Life
	The Tools & Techniques of Estate Planning 14th Edition	29532	24	9/30/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	36758	39	9/30/2010	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	33380	16	9/30/2010	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	34597	15	9/30/2010	Life, Health
	The Ultimate Trust Resource 2nd Edition	22677	33	9/30/2010	Life, Health
	The Variable Annuity Handbook 2nd Edition	28563	10	9/30/2010	Life
	Working with LLCs & FLPs 2nd Edition	18240	20	9/30/2010	Life, Health
	Working with S Corporations 3rd Edition	9812	24	9/30/2010	Life
	Business Auto Coverage Guide 2nd Edition	27407	11	9/30/2010	P&C
	Business Interruption Book 1st Edition	30729	26	9/30/2010	P&C
	Businessowners Policy Coverage Guide 3rd Edition	29187	11	9/30/2010	P&C
	Commercial General Liability 8th Edition	27408	15	9/30/2010	P&C
	Commercial Property Coverage Guide 3rd Edition	30027	28	9/30/2010	P&C
	D & O Coverage Guide 1st Edition	14655	16	9/30/2010	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	17747	24	9/30/2010	P&C
	Employment Practices Liability 1st Edition	14473	9	9/30/2010	P&C
	Homeowners Coverage Guide 3rd Edition	33933	10	9/30/2010	P&C
	Insuring to Value 2nd Edition	31344	3	9/30/2010	P&C
	Personal Auto Coverage Guide 2nd Edition	27409	15	9/30/2010	P&C
	Personal Umbrella Coverage Guide 1st Edition	17724	11	9/30/2010	P&C
	Problem Issues in CGL 1st Edition	19584	12	9/30/2010	P&C
	Target Market Series: Contractors 1st Edition	35058	9	9/30/2010	P&C
	Target Market Series: Truckers 1st Edition	35057	9	9/30/2010	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	21961	30	9/30/2010	P&C
	Winning By the Rules 2nd Edition	35056 / 36536	9 (P&C) / 3 (E)	9/30/2010	P&C / P&C, Ethics
	Workers Compensation Guide 1st Edition	17961	17	9/30/2010	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	23080	8	Annual	Life
	Equity Indexed Annuities Explained	36619	4	Annual	Life
	Estate Planning	17920	9	Annual	Life
	Introduction to Annuities	16595	14	Annual	Life
	Introduction to Financial Planning for Seniors	17847	17	Annual	Life
	Introduction to Life Insurance	17426	9	Annual	Life
	Introduction to Long Term Care	17432	18	Annual	Life
	Introduction to Medicare	21739	5	Annual	Life
	Introduction to Universal Life	35610	3	Annual	Life & Health
	Introduction to Variable Annuities	17297	12	Annual	Life
	Introduction to Variable Life Insurance	17491	13	Annual	Life
	Life Insurance Planning	18321	8	Annual	Life
	Ethics in Insurance: Past and Present	20921	3	Annual	Ethics
	Business Auto Policy Explained	36458	14	Annual	Property & Cas
	Businessowners Policy Explained	36421	7	Annual	Property & Cas
	CGL Explained	19025	19	Annual	Property & Cas
	Commercial Property Policy Explained	19421	8	Annual	Property & Cas
	Commercial Umbrella Explained	NONE	N/A	N/A	N/A
	COPE Explained	21849	6	Annual	Property & Cas
	Insurance Principles	18065	8	Annual	Property & Cas
	Introduction to Homeowners	16986	16	Annual	Property & Cas
	Introduction to Homeowners Endorsement	16452	7	Annual	Property & Cas
	Introduction to Personal Auto Coverage	17347	13	Annual	Property & Cas
	Introduction to Personal Umbrella Coverage	17225	8	Annual	Property & Cas
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
207725	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	LH207678	20	7/1/2011	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
207725	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	207725	4	7/1/2011	Life/Accident & Health
	Estate Planning	NONE	N/A	N/A	N/A
	Introduction to Annuities	LH101232	4	7/1/2010	Life, Accident & Health
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	N/A
	Introduction to Life Insurance	NONE	N/A	N/A	N/A
	Introduction to Long Term Care	LH205503	10	7/1/2010	Life, Accident & Health
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	LH208619	3	7/1/2010	Life, Accident & Health
	Introduction to Variable Annuities	NONE	N/A	N/A	N/A
	Introduction to Variable Life Insurance	NONE	N/A	N/A	N/A
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	LH 208618 & PC 208618	5	7/1/2010	Life/Accident & Health or Sickness & P&C Ins
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	NONE	N/A	N/A	N/A
	Commercial Property Policy Explained	NONE	N/A	N/A	N/A
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	NONE	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
155957	The Annuity Handbook 4th Edition	3139201	18	8/1/2011	Life, Health
	Ethics & Customer Service 2nd Edition	2819110	8	3/1/2012	L&H, Ethics(4)
	Ethics & The Sale 2nd Edition	2819210	8	3/1/2012	L&H, Ethics(4)
	Financial Planning for the Older Client 6th Edition	3139302	30	8/1/2011	Life, Health
	How to Plan for Baby Boomers 2nd Edition	3181660	10	5/5/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	2975203	33	11/1/2010	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	2937904	49	8/28/2010	Life
	The Tools & Techniques of Financial Planning 9th Edition	20794	12	2/28/2012	L&H
	The Tools & Techniques of Life Insurance Planning 4th Edition	3181661	33	5/5/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	3160503	20	9/1/2011	Life, Health
	The Variable Annuity Handbook 2nd Edition	2825805	19	3/1/2012	Life
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	2925206	22	8/4/2010	Property
	Commercial General Liability 8th Edition	3064103	14	4/1/2011	Life
	Commercial Property Coverage Guide 3rd Edition	2978309	22	11/1/2010	Property
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	3117509	7	7/1/2011	Property
	Personal Auto Coverage Guide 2nd Edition	3117105	14	7/1/2011	Property
	Personal Umbrella Coverage Guide 1st Edition	3139108	7	8/1/2011	Property
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	2757601	3	12/2/2011	Life
	Equity Indexed Annuities Explained	3183352	4	11/1/2011	Life
	Estate Planning	3064503	9	4/1/2011	Life
	Introduction to Annuities	2855610	12	4/1/2012	Life
	Introduction to Financial Planning for Seniors	30642-03	17	4/1/2011	Life
	Introduction to Life Insurance	2943605	5	9/1/2010	Life
	Introduction to Long Term Care	2965701	15	10/1/2010	Life
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	3183174	3	9/1/2011	LH
	Introduction to Variable Annuities	NONE	N/A	N/A	N/A
	Introduction to Variable Life Insurance	2943505	6 (1Law)	9/1/2010	Life
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	3182428	5	11/1/2010	Ethics
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	3138908	17	8/1/2011	P&C
	Commercial Property Policy Explained	2736608	8	10/1/2011	P&C
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	2887209	7	7/1/2010	P&C
	Introduction to Homeowners Endorsement	2855709	7	4/1/2012	P&C
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
31-0388770	The Annuity Handbook 4th Edition	20162	15	12/31/2010	Life, Health
	Ethics & Customer Service 2nd Edition	21100	10	12/31/2010	Life, Health
	Ethics & The Sale 2nd Edition	21101	8	12/31/2010	Life, Health
	Financial Planning for the Older Client 6th Edition	21892	15	12/31/2010	Life, Health
	How to Plan for Baby Boomers 2nd Edition	24803	12	12/31/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	22380	15	12/31/2010	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	25150	15	12/31/2010	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	26778	15	12/31/2010	General
	The Tools & Techniques of Estate Planning 14th Edition	22143	15	12/31/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	27243	12	12/31/2010	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	24802	15	12/31/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	25648	15	12/31/2010	Life, Health
	The Ultimate Trust Resource 2nd Edition	18138	15	12/31/2010	Life, Health
	The Variable Annuity Handbook 2nd Edition	12552	15	12/31/2010	Life
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	20255	11	12/31/2010	P&C
	Business Interruption Book 1st Edition	22839	15	12/31/2010	P&C
	Businessowners Policy Coverage Guide 3rd Edition	21893	15	12/31/2010	P&C
	Commercial General Liability 8th Edition	20256	15	12/31/2010	P&C
	Commercial Property Coverage Guide 3rd Edition	22400	15	12/31/2010	P&C
	D & O Coverage Guide 1st Edition	13294	15	12/31/2010	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	15420	15	12/31/2010	P&C
	Employment Practices Liability 1st Edition	13222	15	12/31/2010	P&C
	Homeowners Coverage Guide 3rd Edition	25162	15	12/31/2010	P&C
	Insuring to Value 2nd Edition	23375	7	12/31/2010	P&C
	Personal Auto Coverage Guide 2nd Edition	20254	15	12/31/2010	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	17286	12	12/31/2010	P&C
	Target Market Series: Contractors 1st Edition	26048	9	12/31/2010	P&C
	Target Market Series: Truckers 1st Edition	26046	9	12/31/2010	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	23839	15	12/31/2010	P&C
	Winning By the Rules 2nd Edition	26047	9	12/31/2010	P&C
	Workers Compensation Guide 1st Edition	15509	15	12/31/2010	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	18320	8	12/31/2010	Life
	Equity Indexed Annuities Explained	27236	4	12/31/2010	Life
	Estate Planning	NONE	N/A	N/A	N/A
	Introduction to Annuities	14647	15	12/31/2010	Life
	Introduction to Financial Planning for Seniors	15481	15	12/31/2010	Life
	Introduction to Life Insurance	15185	10	12/31/2010	Life
	Introduction to Long Term Care	15180	15	12/31/2010	Life & Health
	Introduction to Medicare	17838	4	12/31/2010	Life & Health
	Introduction to Universal Life	26391	3	12/31/2010	Life
	Introduction to Variable Annuities	15095	13	12/31/2010	Life
	Introduction to Variable Life Insurance	15285	14	12/31/2010	Life
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	26386	5	12/31/2010	Life
	Business Auto Policy Explained	26948	14	12/31/2010	P&C
	Businessowners Policy Explained	26891	7	12/31/2010	P&C
	CGL Explained	26947	15	12/31/2010	P&C
	Commercial Property Policy Explained	26946	6	12/31/2010	P&C
	Commercial Umbrella Explained	22838	12	12/31/2010	P&C
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	NONE	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	18321	9	12/31/2010	P&C

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
71027	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	19029	4	6/30/2011	General
	Ethics & The Sale 2nd Edition	19203	3	7/31/2011	General
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	16239	12	4/30/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	17403	12	10/31/2010	Fin Plng
	The Tools & Techniques of Charitable Planning 2nd Edition	18412	12	4/30/2011	Fin Plng
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	15975	12	8/31/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	16238	12	4/30/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	19218	12	6/30/2011	General
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	19605	11	8/31/2011	General
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	16974	12	8/31/2010	P&C
	Commercial General Liability 8th Edition	19607	12	8/31/2011	General
	Commercial Property Coverage Guide 3rd Edition	17402	12	10/31/2010	General
	D & O Coverage Guide 1st Edition	pending	pending	pending	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	19204	8	6/30/2011	General
	Personal Auto Coverage Guide 2nd Edition	19606	12	8/31/2011	General
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	19026	9	5/31/2011	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	16973	12	8/31/2010	P&C
	Winning By the Rules 2nd Edition	19467	8	7/31/2011	General
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	20085	4	11/30/2011	General
	Estate Planning	NONE	N/A	N/A	General
	Introduction to Annuities	19206	10	6/30/2011	General
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	N/A
	Introduction to Life Insurance	19207	6	6/30/2011	General
	Introduction to Long Term Care	19208	12	6/30/2011	General
	Introduction to Medicare	19347	4	7/31/2011	General
	Introduction to Universal Life	18542	3	4/30/2011	General
	Introduction to Variable Annuities	19217	9	6/30/2011	General
	Introduction to Variable Life Insurance	19205	10	6/30/2011	General
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	18743	4	4/30/2011	General
	Business Auto Policy Explained	19202	12	6/30/2011	General
	Businessowners Policy Explained	19753	7	9/30/2011	General
	CGL Explained	19846	12	10/31/2011	General
	Commercial Property Policy Explained	19847	6	9/30/2011	General
	Commercial Umbrella Explained	19407	6	7/31/2011	General
	COPE Explained	16976	6	8/31/2010	General
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	19219	12	6/30/2011	General
	Introduction to Homeowners Endorsement	19405	2	7/31/2011	General
	Introduction to Personal Auto Coverage	19209	12	6/30/2011	General
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	pending	N/A	N/A	N/A

pending 3/17/2010

Pending 2/5/10

pending 3/17/2010

Submitted 3/17/2010

SENT 3/30/2010

submitted 3/29/10

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
10060	The Annuity Handbook 4th Edition	59018	14	7/11/2011	Life, Health
	Ethics & Customer Service 2nd Edition	C61133	4	2/1/2012	Ethics
	Ethics & The Sale 2nd Edition	61132	3	2/1/2012	Ethics
	Financial Planning for the Older Client 6th Edition	28100	18	10/1/2011	General
	How to Plan for Baby Boomers 2nd Edition	76952	17	5/7/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	65615	18	11/17/2010	General
	The Tools & Techniques of Charitable Planning 2nd Edition	77260	18	8/8/2010	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	78617	18	8/18/2011	General
	The Tools & Techniques of Estate Planning 14th Edition	64270	18	8/29/2010	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	76953	18	5/7/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	44372	18	8/26/2011	General
	The Variable Annuity Handbook 2nd Edition	60406	15	11/9/2011	General
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	17049	18	6/1/2011	Life, Health
	Business Auto Coverage Guide 2nd Edition	59213	11	9/2/2011	P&C
	Business Interruption Book 1st Edition	75324	18	3/25/2011	General
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	59580	18	9/6/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	65439	18	11/14/2010	General
	D & O Coverage Guide 1st Edition	C23050	12	4/26/2011	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	77259	24	8/8/2010	General
	Insuring to Value 2nd Edition	75747	7	6/12/2011	P&C
	Personal Auto Coverage Guide 2nd Edition	24794	15	8/27/2011	General
	Personal Umbrella Coverage Guide 1st Edition	33174	8	2/7/2011	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	77816/77857	18	1/19/2011	General, Ethics(4)
	Workers Compensation Guide 1st Edition	46609	10	6/17/2011	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Index Annuities Explained	78778	4	10/1/2011	Indexed Products
	Estate Planning	33479	7	3/30/2011	General
	Introduction to Annuities	30797	11	6/23/2010	General
	Introduction to Financial Planning for Seniors	33367	14	2/26/2011	General
	Introduction to Life Insurance	NONE	N/A	N/A	N/A
	Introduction to Long Term Care	32373	13	11/6/2010	General
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	78255	3	5/5/2011	General
	Introduction to Variable Annuities	32145	10	10/3/2010	General
	Introduction to Variable Life Insurance	32495	10	12/8/2010	General
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	77740	5	11/21/2010	Ethics
	Business Auto Policy Explained	78780	10	9/30/2011	General
	Businessowners Policy Explained	78690	7	9/3/2011	General
	CGL Explained	35472	16	10/1/2011	General
	Commercial Property Policy Explained	36130	6	12/14/2011	General
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	31529	13	8/17/2010	General
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	General
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
532	The Annuity Handbook 4th Edition	970397 LHV	12	annual	Life, Health
	Ethics & Customer Service 2nd Edition	971248 ETH	5	annual	Ethics
	Ethics & The Sale 2nd Edition	971249 ETH	4	annual	Ethics
	Financial Planning for the Older Client 6th Edition	971702 LHV	12	annual	Life, Health
	How to Plan for Baby Boomers 2nd Edition	974383 LHV	10	annual	Life, Health
	Ultimate IRA Resource 3rd Edition	972219 LHV	12	annual	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	971978 LHV	12	annual	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	974384 LHV	12	annual	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	967736 LHV	12	annual	Life, Health
	The Variable Annuity Handbook 2nd Edition	970905 LHV	12	annual	Life, Health
	Working with LLCs & FLPs 2nd Edition	965843LH	9	annual	Life, Health
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	970516PC	12	annual	P&C
	Business Interruption Book 1st Edition	972674 PC	12	annual	P&C
	Businessowners Policy Coverage Guide 3rd Edition	971727 PC	12	annual	P&C
	Commercial General Liability 8th Edition	970514PC	12	annual	P&C
	Commercial Property Coverage Guide 3rd Edition	972242 PC	12	annual	L&H
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	965837PC	9	annual	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	973102 PC	7	annual	P&C
	Personal Auto Coverage Guide 2nd Edition	970515PC	12	annual	P&C
	Personal Umbrella Coverage Guide 1st Edition	965836PC	5	annual	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	967046GE	12	annual	General
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	965841PC	8	annual	P&C
CD's- E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	968004LHV	8	Annual	Life & Health
	Equity Indexed Annuities Explained	977663LHV	4	annual	Life & Health
	Estate Planning	965840LH	4	Annual	Life & Health
	Introduction to Annuities	965827LH	7	Annual	Life & Health
	Introduction to Financial Planning for Seniors	965839LH	9	Annual	Life & Health
	Introduction to Life Insurance	965832LH	5	Annual	Life & Health
	Introduction to Long Term Care	965833LH	9	Annual	Life & Health
	Introduction to Medicare	967265LH	4	Annual	Life & Health
	Introduction to Universal Life	976374 LHV	3	Annual	Life & Health
	Introduction to Variable Annuities	965830LH	7	Annual	Life & Health
	Introduction to Variable Life Insurance	965834LH	6	Annual	Life & Health
	Life Insurance Planning	965844LH	4	Annual	Life & Health
	Ethics in Insurance: Past and Present	966895ET	7	Annual	Ethics
	Business Auto Policy Explained	965850PC	11	Annual	Property & Cas
	CGL Explained	965846PC	12	Annual	Property & Cas
	Commercial Property Policy Explained	965849PC	6	Annual	Property & Cas
	Commercial Umbrella Explained	none	none	none	none
	COPE Explained	967105PC	6	Annual	Property & Cas
	Insurance Principles	965842GE	4	Annual	Property & Cas
	Introduction to Homeowners	965828PC	8	Annual	Property & Cas
	Introduction to Homeowners Endorsement	965826PC	5	Annual	Property & Cas
	Introduction to Personal Auto Coverage	965831PC	8	Annual	Property & Cas
	Introduction to Personal Umbrella Coverage	965829PC	6	Annual	Property & Cas
	Workers Compensation Explained	965852PC	8	Annual	Property & Cas

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
S10060	The Annuity Handbook 4th Edition	C59018	12	6/30/2010	Annuities
	Ethics & Customer Service 2nd Edition	C61133	4	6/30/2010	Ethics
	Ethics & The Sale 2nd Edition	C61132	3	6/30/2010	Ethics
	Financial Planning for the Older Client 6th Edition	C63187	12	6/30/2010	Life, Health
	How to Plan for Baby Boomers 2nd Edition	C78039	12	6/30/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	C65615	12	6/30/2010	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	C79184	12	6/30/2010	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	Pending	Pending	Pending	Pending
	The Tools & Techniques of Estate Planning 14th Edition	C64270	12	6/30/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	C04290	12	6/30/2010	Life, Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	12	6/30/2010	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	C01050	12	6/30/2010	Life, Health
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	C60406	12	6/30/2010	Life, Variable Product
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	C59592	9	6/30/2010	P&C
	Business Interruption Book 1st Edition	C66636	19	6/30/2010	P&C
	Businessowners Policy Coverage Guide 3rd Edition	C63281	12	6/30/2010	P&C
	Commercial General Liability 8th Edition	C59580	15	6/30/2010	P&C
	Commercial Property Coverage Guide 3rd Edition	C65439	12	6/30/2010	Property
	D & O Coverage Guide 1st Edition	C23050	12	6/30/2010	P&C
	D&O Liability: Exposure, Risk Mgt & Insurance Company	C05334	6	6/30/2010	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	C79185	12	6/30/2010	P&C
	Insuring to Value 2nd Edition	C67725	8	6/30/2010	P&C
	Personal Auto Coverage Guide 2nd Edition	C59579	12	6/30/2010	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 2nd Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	C01663	9	6/30/2010	P&C
	Target Market Series: Truckers 1st Edition	C01664	9	6/30/2010	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	C67265	36	6/30/2010	P&C
	Winning By the Rules 2nd Edition	C01476	9	6/30/2010	P&C
	Winning By the Rules 2nd Edition	C04092	3	6/30/2010	Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Annuities and Suitability Explained	C05565	4	6/30/2010	Life/Variable
	Case Studies in Ethics & Beneficiary Issues	C05333	4	6/30/2010	Ethics
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	C03988	4	6/30/2010	Life
	Estate Planning	C33479	7	6/30/2010	Life & Health
	Introduction to Annuities	C30797	11	6/30/2010	Life & Health
	Introduction to Financial Planning for Seniors	C46585	12	6/30/2010	Life
	Introduction to Life Insurance	C32387	6	6/30/2010	Life & Health
	Introduction to Long Term Care	C63786	12	6/30/2010	Life & Health
	Introduction to Medicare	C43342	4	6/30/2010	Life & Health
	Introduction to Universal Life	C02388	3	6/30/2010	Life/Variable
	Introduction to Variable Annuities	C46590	4	6/30/2010	Life/Variable
	Introduction to Variable Life Insurance	C56557	10	6/30/2010	Life/Variable
	Life Insurance Planning	C63787	6	6/30/2010	Life & Health
	Ethics in Insurance: Past and Present	C39456	5	6/30/2010	Ethics
	Business Auto Policy Explained	C46567	12	6/30/2010	Property & Cas
	Businessowners Policy Explained	C03822	6	6/30/2010	Property & Cas
	CGL Explained	C03927	12	6/30/2010	Property & Cas
	Commercial Property Policy Explained	C69185	6	6/30/2010	Property & Cas
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	C42589	6	6/30/2010	Property & Cas
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	NONE	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	C46586	2	6/30/2010	Property & Cas
	Introduction to Personal Auto Coverage	C46588	12	6/30/2010	Property & Cas
	Introduction to Personal Umbrella Coverage	C46589	8	6/30/2010	Property & Cas
	Workers Compensation Explained	C46608	3	6/30/2010	Property & Cas

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category	Expires every 3 years
	Book Courses					
9173	The Annuity Handbook	12525	8	8/19/2011	Life, Health, Accident	
	Ethics & Customer Service 2nd Edition	13027	8	5/26/2010	L&H, Accident	
	Ethics & The Sale 2nd Edition	13026	7	5/26/2010	L&H, Accident	
	Financial Planning for the Older Client 6th Edition	none	none	none	none	
	How to Plan for Baby Boomers 2nd Edition	15780	8	4/28/2011	Annuities, Life/Accident & Life/Variable	
	Ultimate IRA Resource 3rd Edition	13817	8	1/19/2013	Life, Health, Accident	
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none	
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none	
	The Tools & Techniques of Estate Planning 14th Edition	13675	8	8/19/2012	LHA	
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none	
	The Tools & Techniques of Life Insurance Planning 4th Edition	15783	8	4/24/2011	Annuities, Life/Accident & Health	
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none	
	The Ultimate Trust Resource 2nd Edition	6570	16	5/26/2010	Life, Health, Accident	
	The Variable Annuity Handbook 2nd Edition	none	none	none	none	
	Working with LLCs & FLPs 2nd Edition	6557	16	5/26/2010	Life, Health, Accident	
	Working with S Corporations 3rd Edition	5114	16	5/26/2010	Life, Health, Accident	
	Business Auto Coverage Guide 2nd Edition	12598	11	8/19/2011	L&H, Accident, P&C	
	Business Interruption Book 1st Edition	PENDING	PENDING	PENDING	PENDING	Filed 8/27/09
	Businessowners Policy Coverage Guide 3rd Edition	13422	12	8/19/2012	P&C	
	Commercial General Liability 8th Edition	12600	12	8/19/2011	Accident, P&C, L&H	
	Commercial Property Coverage Guide 3rd Edition	13845	12	1/19/2013	P&C	
	D & O Coverage Guide 1st Edition	5140	20	5/26/2010	P&C	
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none	
	E-coverage Guide 1st Edition	6554	24	5/26/2010	P&C	
	Employment Practices Liability 1st Edition	5141	9	5/26/2010	P&C	
	Homeowners Coverage Guide 3rd Edition	none	none	none	none	
	Insuring to Value 2nd Edition	none	none	none	none	
	Personal Auto Coverage Guide 2nd Edition	12599	12	8/19/2011	Life/Accident & Health, P&C	
	Personal Umbrella Coverage Guide 1st Edition	6553	11	5/26/2010	P&C	
	Problem Issues in CGL 1st Edition	none	none	none	none	
	Target Market Series: Contractors 1st Edition	none	none	none	none	
	Target Market Series: Truckers 1st Edition	none	none	none	none	
	The Tools & Techniques of Risk Management & Insurance 1st Edition	6568	20	5/26/2010	P&C	
	Winning By the Rules 2nd Edition	none	none	none	none	
	Workers Compensation Guide 1st Edition	6555	17	5/26/2010	P&C	
	CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none	sent 3/23/2010
	Distribution Planning	6571	8	None	Life & Health	
	Equity Indexed Annuities Explained	18436	4	2/26/2013	Life, Health & Accident	
	Estate Planning	6556	9	None	Life & Health	
	Introduction to Annuities	NONE	N/A	None	N/A	
	Introduction to Financial Planning for Seniors	6552	16	None	Life & Health	
	Introduction to Life Insurance	14000	6	1/19/2013	Life & Health	
	Introduction to Long Term Care	5155	16	None	Life & Health	
	Introduction to Medicare	NONE	N/A	None	N/A	
	Introduction to Universal Life	17196	3	4/28/2012	Life, Health & Accident	
	Introduction to Variable Annuities	5154	12	None	Life & Health	
	Introduction to Variable Life Insurance	6149	13	None	Life & Health	
	Life Insurance Planning	6558	8	None	Life & Health	
	Ethics in Insurance: Past and Present	14544	7	5/23/2010	Life, Health & Accident	
	Business Auto Policy Explained	14543	12	5/23/2010	Property & Cas	
	CGL Explained	6560	19	None	Property & Cas	
	Commercial Property Policy Explained	6563	8	None	Property & Cas	
	Commercial Umbrella Explained	none	N/A	none	N/A	
	COPE Explained	14538	6	5/23/2010	Property & Cas	
	Insurance Principles	14537	8	5/23/2010	Life, Health & Accident	
	Introduction to Homeowners	14540	12	5/23/2010	Property & Cas	
	Introduction to Homeowners Endorsement	5153	7	None	Property & Cas	
	Introduction to Personal Auto Coverage	14541	12	5/23/2010	Property & Cas	
	Introduction to Personal Umbrella Coverage	14539	8	5/23/2010	Property & Cas	
	Workers Compensation Explained	14542	9	5/23/2010	Property & Cas	

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
177	The Annuity Handbook 4th Edition	ME12411	18	none	Life, Health
	Ethics & Customer Service 2nd Edition	ME12919	8	none	L&H, Ethics
	Ethics & The Sale 2nd Edition	ME12924	8	none	Life, Health
	Financial Planning for the Older Client 6th Edition	ME 13421	30	none	Life, Health
	How to Plan for Baby Boomers 2nd Edition	ME15179	12	none	Life, Health
	Ultimate IRA Resource 3rd Edition	ME13768	30	none	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	ME 13600	30	none	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	ME15183	33	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	ME10841	20	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	ME12781	21	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	ME8803	20	none	Life, Health
	Working with S Corporations 3rd Edition	ME5036	20	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	ME12542	11	none	P&C
	Business Interruption Book 1st Edition	ME 14092	26	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	ME 13397	22	none	P&C
	Commercial General Liability 8th Edition	ME12457	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	ME13832	28	none	P&C
	D & O Coverage Guide 1st Edition	ME6691	20	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	ME8625	24	none	P&C
	Employment Practices Liability 1st Edition	ME6603	6	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	ME 14401	6	none	P&C
	Personal Auto Coverage Guide 2nd Edition	ME12468	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	ME8553	11	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	ME16494	3(E)10(P&C)	none	3 Ethics/10 P&C
	Workers Compensation Guide 1st Edition	ME8717	17	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	ME11051	4	NONE	Life
	Equity Indexed Annuities Explained	ME16536	4	none	General
	Estate Planning	ME8626	9	NONE	Life & Health
	Introduction to Annuities	ME7994	14	NONE	Life
	Introduction to Financial Planning for Seniors	ME8623	17	NONE	Life & Health
	Introduction to Life Insurance	ME8334	9	NONE	Life
	Introduction to Long Term Care	ME8337	18	NONE	Life
	Introduction to Medicare	NONE	N/A	NONE	N/A
	Introduction to Universal Life	ME16142	3	NONE	Life & Health
	Introduction to Variable Annuities	ME8296	12	NONE	Life
	Introduction to Variable Life Insurance	ME8335	13	NONE	Life
	Life Insurance Planning	ME8858	8	NONE	Life & Health
	Ethics in Insurance: Past and Present	ME15742	5	NONE	Ethics
	Business Auto Policy Explained	NONE	N/A	NONE	N/A
	CGL Explained	ME9169	19	NONE	Property & Cas
	Commercial Property Policy Explained	ME9359	8	NONE	Property & Cas
	Commercial Umbrella Explained	ME14085	20	NONE	General
	COPE Explained	NONE	N/A	NONE	N/A
	Insurance Principles	ME8718	8	NONE	Property & Cas
	Introduction to Homeowners	ME8201	12	NONE	Property & Cas
	Introduction to Homeowners Endorsement	ME7737	7	NONE	Property & Cas
	Introduction to Personal Auto Coverage	ME8295	13	NONE	Property & Cas
	Introduction to Personal Umbrella Coverage	ME8266	4	NONE	Property & Cas
	Workers Compensation Explained	NONE	N/A	NONE	N/A

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Book Courses					
S10060	The Annuity Handbook 4th Edition	C59018	14	12/31/2011	Life, Health
	Ethics & Customer Service 2nd Edition	C04710	3	12/31/2011	Ethics
	Ethics & The Sale 2nd Edition	C04711	3	12/31/2011	Ethics
	Financial Planning for the Older Client 6th Edition	C28100	16	12/31/2011	Life, Health
	How to Plan for Baby Boomers 2nd Edition	C78039	12	12/31/2011	Life, Health
	Ultimate IRA Resource 3rd Edition	C65615	16	12/31/2011	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	C79184	16	12/31/2011	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	C03393	16	12/31/2011	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	C64270	16	12/31/2011	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	C04290	21	12/31/2011	Life/Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	16	12/31/2011	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	C01050	16	12/31/2011	Life, Health
	The Ultimate Trust Resource 2nd Edition	C44372	16	12/31/2011	Life, Health
	The Variable Annuity Handbook 2nd Edition	C60406	15	12/31/2011	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	C22152	13	12/31/2011	P&C
	Business Interruption Book 1st Edition	C66636	16	12/31/2011	P&C
	Businessowners Policy Coverage Guide 3rd Edition	C63281	16	12/31/2011	P&C
	Commercial General Liability 8th Edition	C59580	16	12/31/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	C65439	16	12/31/2011	P&C
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	C79185	16	12/31/2011	P&C
	Insuring to Value 2nd Edition	C67725	8	12/31/2011	P&C
	Personal Auto Coverage Guide 2nd Edition	C59579	15	12/31/2011	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	C01663	9	12/31/2011	P&C
	Target Market Series: Truckers 1st Edition	C01664	9	12/31/2011	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	C49876	16	12/31/2011	P&C
	Winning By the Rules 2nd Edition	C01476	9	12/31/2011	P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	C47261	8	12/31/2011	Life/Health
	Equity Indexed Annuities Explained	C03988	4	12/31/2011	Life/Health
	Estate Planning	C46577	8	12/31/2011	Life/Health
	Introduction to Annuities	C30797	14	12/31/2011	Life/Health
	Introduction to Financial Planning for Seniors	C46585	16	12/31/2011	Life/Health
	Introduction to Life Insurance	NONE	N/A	NONE	N/A
	Introduction to Long Term Care	C46587	16	12/31/2011	Life/Health
	Introduction to Medicare	NONE	N/A	NONE	N/A
	Introduction to Universal Life	C02388	3	12/31/2011	Life/Health
	Introduction to Variable Annuities	NONE	N/A	NONE	N/A
	Introduction to Variable Life Insurance	C56557	10	12/31/2011	Life/Health
	Life Insurance Planning	C34150	8	12/31/2011	Life/Health
	Ethics in Insurance: Past and Present	C01183	5	12/31/2011	Ethics
	Business Auto Policy Explained	NONE	N/A	NONE	N/A
	CGL Explained	C49755	16	12/31/2011	Property & Cas
	Commercial Property Policy Explained	NONE	N/A	NONE	N/A
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	NONE	N/A
	Insurance Principles	C33746	8	12/31/2011	Property & Cas
	Introduction to Homeowners	C31529	16	12/31/2011	Property & Cas
	Introduction to Homeowners Endorsement	C30556	7	12/31/2011	Property & Cas
	Introduction to Personal Auto Coverage	C46588	13	12/31/2011	Property & Cas
	Introduction to Personal Umbrella Coverage	NONE	N/A	NONE	N/A
	Workers Compensation Explained	NONE	N/A	NONE	N/A

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Book Courses					
S10060	The Annuity Handbook 4th Edition	C59018	11	7/10/2011	General
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	C28100	18	1/31/2012	General
	How to Plan for Baby Boomers 2nd Edition	C78039	10	5/11/2010	General
	Ultimate IRA Resource 3rd Edition	C65615	22	11/16/2010	General
	The Tools & Techniques of Charitable Planning 2nd Edition	C79184	22	8/11/2010	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	C03393	30	8/12/2011	General
	The Tools & Techniques of Estate Planning 14th Edition	C64270	49	8/29/2010	General
	The Tools & Techniques of Financial Planning 9th Edition	C04290	39	12/2/2011	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	33	5/11/2010	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	C01050	23	11/18/2010	General
	The Ultimate Trust Resource 2nd Edition	C47262	14	9/30/2011	General
	The Variable Annuity Handbook 2nd Edition	C60406	13	11/9/2011	General
	Working with LLCs & FLPs 2nd Edition	C46610	6	4/30/2011	General
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	C59592	7	8/30/2011	General
	Business Interruption Book 1st Edition	C66636	16	3/4/2011	General
	Businessowners Policy Coverage Guide 3rd Edition	C63281	15	8/10/2010	General
	Commercial General Liability 8th Edition	C59580	15	9/5/2011	General
	Commercial Property Coverage Guide 3rd Edition	C65439	18	11/13/2010	General
	D & O Coverage Guide 1st Edition	C46575	7	4/30/2011	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	C46612	4	2/28/2011	General
	Employment Practices Liability 1st Edition	C46576	4	2/28/2012	General
	Homeowners Coverage Guide 3rd Edition	C79185	16	8/11/2010	General
	Insuring to Value 2nd Edition	C67725	7	6/19/2011	General
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	C46595	6	1/31/2011	General
	Problem Issues CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	C01663	9	3/1/2011	General
	Target Market Series: Truckers 1st Edition	C01664	9	3/1/2011	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	C46605	26	4/30/2011	General
	Winning By the Rules 2nd Edition	C01476	9	3/1/2011	General
	Workers Compensation Guide 1st Edition	C46609	4	2/28/2011	General
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	C47261	3	9/30/2011	General
	Equity Indexed Annuities Explained	C03988	4	11/3/2011	General
	Estate Planning	C46577	2	2/28/2011	General
	Introduction to Annuities	NONE	N/A	N/A	N/A
	Introduction to Financial Planning for Seniors	C46585	2	2/28/2011	General
	Introduction to Life Insurance	NONE	N/A	N/A	N/A
	Introduction to Long Term Care	C46587	3	11/30/2010	General
	Introduction to Medicare	C43342	4	3/31/2011	General
	Introduction to Universal Life	C02388	3	5/12/2011	General
	Introduction to Variable Annuities	C46590	4	11/30/2010	General
	Introduction to Variable Life Insurance	C46591	3	11/30/2010	General
	Life Insurance Planning	C34150	3	5/31/2011	General
	Ethics in Insurance: Past and Present	C01183	4	5/12/2011	General
	Business Auto Policy Explained	C46567	6	1/31/2012	General
	CGL Explained	C46569	10	9/30/2011	General
	Commercial Property Policy Explained	NONE	N/A	N/A	N/A
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	C02235	9	3/23/2011	General
	Introduction to Homeowners Endorsement	C46586	2	6/30/2010	General
	Introduction to Personal Auto Coverage	C46588	4	11/30/2010	General
	Introduction to Personal Umbrella Coverage	C02262	5	3/26/2011	General
	Workers Compensation Explained	C46608	3	6/30/2010	General

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Book Courses					
0179	The Annuity Handbook 4th Edition	52664	14	8/3/2011	Life, Health
	Ethics & Customer Service 2nd Edition	50206	8	9/10/2010	L&H, Ethics(3)
	Ethics & The Sale 2nd Edition	50207	8	9/10/2010	Life, Ethics(3)
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	49444	12	5/20/2010	Life
	Ultimate IRA Resource 3rd Edition	50655	30	11/15/2010	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	49464	26	5/13/2010	Life/Accident & Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	52700	30	8/10/2011	Life and Accident & Health
	The Tools & Techniques of Estate Planning 14th Edition	50116	30	9/6/2010	Life/Accident & Health
	The Tools & Techniques of Financial Planning 9th Edition	53519	39	12/11/2011	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	49443	40	5/20/2010	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	50798	30	12/24/2010	Life
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	52912	13	8/27/2011	P&C
	Business Interruption Book 1st Edition	51453	19	2/27/2011	P&C
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	52660	18	8/3/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	50652	27	11/15/2010	Property
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	49465	20	5/13/2010	P&C
	Insuring to Value 2nd Edition	52217	10	6/22/2011	Property
	Personal Auto Coverage Guide 2nd Edition	52663	21	8/3/2011	P&C
	Personal Umbrella Coverage Guide 1st Edition	52216	9	6/22/2011	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	51451	9	3/3/2011	P&C
	Target Market Series: Truckers 1st Edition	51450	9	3/3/2011	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	51336	30	2/27/2011	P&C
	Winning By the Rules 2nd Edition	53200	9	10/26/2011	3 Ethics/6 P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	52381	8	7/17/2011	Life/Health
	Equity Indexed Annuities Explained	53333	4	11/6/2011	Life
	Estate Planning	52384	7	7/17/2011	Life
	Introduction to Annuities	52383	11	7/17/2011	Life
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	N/A
	Introduction to Life Insurance	52387	6	7/17/2011	Life/Health
	Introduction to Long Term Care	52385	12	7/17/2011	Long Term Care
	Introduction to Medicare	52382	4	7/17/2011	Life, Accident & Health
	Introduction to Universal Life	51997	3	5/14/2011	Life
	Introduction to Variable Annuities	NONE	N/A	N/A	N/A
	Introduction to Variable Life Insurance	50653	10	11/15/2010	Life
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	50840	5	12/24/2010	Ethics
	Business Auto Policy Explained	52386	12	7/17/2011	Property & Cas
	Businessowners Policy Explained	53051	7	9/17/2011	Property & Cas
	CGL Explained	52666	16	8/3/2011	Property & Cas
	Commercial Property Policy Explained	52662	6	8/3/2011	Property & Cas
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	51452	6	3/3/2011	Property & Cas
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	52661	13	8/3/2011	Property & Cas
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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<u>PROV. NO.</u>	<u>APPROVED COURSE (as filed with state)</u>	<u>COURSE NO.</u>	<u>CREDITS</u>	<u>EXP. DATE</u>	<u>Credit Category</u>
Book Courses					
9074	No Courses Available				
CD's - E-Learning Courses					
	Equity Indexed Annuities Explained	pending			
	Introduction to Universal Life	1003150	3	8/31/2011	General - Distance Learning
	Business Auto Policy Explained	pending snt 9/1/09			
	Businessowners Policy Explained	pending snt 9/1/09			
	CGL Explained	pending snt 9/11/09			
	Commercial Property Policy Explained	pending snt 9/11/09			
	Commercial Umbrella Explained	1003478	20	9/30/2011	General - Distance Learning
	Workers Compensation Explained	pending sent 3/29/10			

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
10000796	The Annuity Handbook 4th Edition	3161	12	9/30/2011	Life/Accident, Health
	Ethics & Customer Service 2nd Edition	7467	7	9/30/2011	Life/Accident, Health
	Ethics & The Sale 2nd Edition	2493	8	3/31/2012	Life, Health
	Financial Planning for the Older Client 6th Edition	5011	12	6/30/2012	L&H, Annuities, Variable Product, Accident
	How to Plan for Baby Boomers 2nd Edition	7019	12	5/31/2011	Life/Accident, Health
	Ultimate IRA Resource 3rd Edition	5453	12	12/31/2011	Annuities, Variable Product, Life/Accident & Health
	The Tools & Techniques of Charitable Planning 2nd Edition	7281	12	7/31/2011	Life, Health, Accident
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	8346	12	8/31/2012	Life, Accident & Health
	The Tools & Techniques of Estate Planning 14th Edition	5214	12	8/31/2012	L&H, Annuities, Variable Product, Accident
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	7017	12	5/31/2011	Life/Accident, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	1366	12	8/31/2012	P&C
	The Variable Annuity Handbook 2nd Edition	4346	12	12/31/2011	L&H, Annuities, Variable Product, Accident
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	2518	12	9/30/2010	Life, Health
	Business Auto Coverage Guide 2nd Edition	2812	11	8/31/2011	P&C
	Business Interruption Book 1st Edition	5692	12	2/29/2012	P&C
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	2813	12	8/31/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	5441	12	11/2/2012	P&C
	D & O Coverage Guide 1st Edition	1355	12	3/31/2011	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	7280	12	7/31/2011	P&C
	Insuring to Value 2nd Edition	6071	7	6/30/2010	P&C
	Personal Auto Coverage Guide 2nd Edition	2811	12	8/31/2011	P&C
	Personal Umbrella Coverage Guide 1st Edition	2356	11	1/31/2012	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	1367	12	3/31/2012	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	2489	8	11/30/2012	Life Accident & Health
	Equity Indexed Annuities Explained	8608	4	11/30/2011	Life Accident & Health
	Estate Planning	2491	9	1/11/2012	Life & Health
	Introduction to Annuities	2485	12	6/30/2012	Life & Health
	Introduction to Financial Planning for Seniors	2494	12	1/11/2012	Life & Health
	Introduction to Life Insurance	2500	9	9/30/2012	Life & Health
	Introduction to Long Term Care	2501	12	9/30/2012	Life & Health
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	8114	3	4/30/2012	Life, Accident & Health
	Introduction to Variable Annuities	2502	12	9/30/2012	Life & Health
	Introduction to Variable Life Insurance	2503	12	9/30/2012	Life & Health
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	8107	5	4/30/2012	Property & Cas
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	1351	12	9/30/2012	Property & Cas
	Commercial Property Policy Explained	1378	8	9/30/2010	Property & Cas
	Commercial Umbrella Explained	5693	12	2/29/2012	Property & Cas
	COPE Explained	2355	6	4/30/2012	Property & Cas
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	1361	12	9/30/2012	Property & Cas
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	1362	12	9/30/2012	Property & Cas
	Introduction to Personal Umbrella Coverage	1363	8	9/30/2012	Property & Cas
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
1241167	The Annuity Handbook 4th Edition	LH050738	16	7/1/2010	Life, Health
	Ethics & Customer Service 2nd Edition	60156	7	2/1/2011	L&H, Ethics
	Ethics & The Sale 2nd Edition	60157	6	2/1/2011	L&H, Ethics
	Financial Planning for the Older Client 6th Edition	LH060684	16	6/1/2010	Life, Health
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	61206	16	11/1/2010	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	LH00060876	16	8/1/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	LH09001496	16	11/1/2010	Life, Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	1000050	16	5/1/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	LH00030848	16	8/1/2010	Life, Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	LH00989721	16	10/1/2010	Life, Health
	Business Auto Coverage Guide 2nd Edition	PC00050864	12	8/1/2010	P&C
	Business Interruption Book 1st Edition	PC070170	16	2/1/2011	P&C
	Businessowners Policy Coverage Guide 3rd Edition	PC060686	16	6/1/2010	P&C
	Commercial General Liability 8th Edition	PC00050863	16	8/1/2010	P&C
	Commercial Property Coverage Guide 3rd Edition	61239	16	11/1/2011	P&C
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	PC990315	9	3/1/2011	P&C
	Homeowners Coverage Guide 3rd Edition	81364	16	7/1/2010	P&C
	Insuring to Value 2nd Edition	00070632	7	6/1/2010	P&C
	Personal Auto Coverage Guide 2nd Edition	PC00050862	16	8/1/2010	P&C
	Personal Umbrella Coverage Guide 1st Edition	PC00010093	11	1/1/2011	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	GC030344	16	3/1/2011	P&C
	Winning By the Rules 2nd Edition	EL 09001178	4	9/1/2010	Ethics/Suitability, MO Law & Dut.
	Workers Compensation Guide 1st Edition	PC010233	16	2/1/2011	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	LH031152	3	12/1/2010	Life & Health
	Equity Indexed Annuities Explained	LH09001379	4	10/1/2010	Life & Health
	Estate Planning	LH010944	9	8/1/2010	Life & Health
	Introduction to Annuities	NONE	N/A	N/A	Life & Health
	Introduction to Financial Planning for Seniors	LH00081771	10	10/1/2010	Life & Health
	Introduction to Life Insurance	LH001292	9	11/1/2010	Life & Health
	Introduction to Long Term Care	LH001301	16	11/1/2010	Life & Health
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	LH09000630	3	4/1/2011	Life & Health
	Introduction to Variable Annuities	LH001177	12	10/1/2010	Life & Health
	Introduction to Variable Life Insurance	NONE	N/A	N/A	N/A
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	EL 00081988	5	11/1/2011	Ethics
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	PC011202	16	10/1/2010	Property & Cas
	Commercial Property Policy Explained	PC061241	8	11/1/2011	Property & Cas
	Commercial Umbrella Explained	PC00070160	16	2/1/2011	Property & Cas
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	PC061240	8	11/1/2010	Property & Cas
	Introduction to Homeowners	PC000922	16	8/1/2010	Property & Cas
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	CREDIT CATEGORY
Book Courses					
	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	515-2000-064	15	5/21/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	none
	Equity Indexed Annuities Explained	515-2000-092	4	11/6/2011	none
	Estate Planning	NONE	N/A	N/A	none
	Introduction to Annuities	NONE	N/A	N/A	none
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	none
	Introduction to Life Insurance	NONE	N/A	N/A	none
	Introduction to Long Term Care	NONE	N/A	N/A	none
	Introduction to Medicare	NONE	N/A	N/A	none
	Introduction to Universal Life	515-6000-082	3	5/13/2011	none
	Introduction to Variable Annuities	NONE	N/A	N/A	none
	Introduction to Variable Life Insurance	NONE	N/A	N/A	none
	Life Insurance Planning	NONE	N/A	N/A	none
	Ethics in Insurance: Past and Present	162-1400-015	1	4/14/2011	none
	Business Auto Policy Explained	NONE	N/A	N/A	none
	CGL Explained	NONE	N/A	N/A	none
	Commercial Property Policy Explained	NONE	N/A	N/A	none
	Commercial Umbrella Explained	none	N/A	N/A	none
	COPE Explained	NONE	N/A	N/A	none
	Insurance Principles	NONE	N/A	N/A	none
	Introduction to Homeowners	NONE	N/A	N/A	none
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	none
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	none
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	none
	Workers Compensation Explained	NONE	N/A	N/A	none

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
SS0249	The Annuity Handbook 4th Edition	SS13424	18	none	Life
	Ethics & Customer Service 2nd Edition	SS8428	8	none	Ethics
	Ethics & The Sale 2nd Edition	SS7569	8	none	Ethics
	Financial Planning for the Older Client 6th Edition	SS12284	21	none	Life
	How to Plan for Baby Boomers 2nd Edition	13871	12	none	Life, Health
	Ultimate IRA Resource 3rd Edition	SS12215	21	none	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	SS12833	21	none	Life, Ethics(3)
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	13872	40	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	SS11777	21	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	SS6283	19	none	Life
	Working with S Corporations 3rd Edition	SS6301	24	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	SS7645	13	none	P&C
	Business Interruption Book 1st Edition	SS15211	21	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	SS7149	21	none	P&C
	Commercial General Liability 8th Edition	SS5313	19	none	P&C
	Commercial Property Coverage Guide 3rd Edition	SS7056	21	none	P&C
	D & O Coverage Guide 1st Edition	SS 7850	19	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	SS9499	12	none	P&C
	Employment Practices Liability 1st Edition	PUB-288-49	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	SS8176	21	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	SS9485	6	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	SS9553	10	none	P&C
CD's - E-Learning					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	none	N/A
	Equity Indexed Annuities Explained	SS17216	4	none	Life
	Estate Planning	SS9544	5	none	Life
	Introduction to Annuities	IC8890	10	none	Life
	Introduction to Financial Planning for Seniors	IC9519	9	none	Life
	Introduction to Life Insurance	SS9334	9	none	Life
	Introduction to Long Term Care	SS93300	12	none	Health
	Introduction to Medicare	NONE	N/A	none	N/A
	Introduction to Universal Life	SS16774	3	none	Life
	Introduction to Variable Annuities	SS9297	12	none	Life
	Introduction to Variable Life Insurance	SS9353	6	none	Life
	Life Insurance Planning	SS9709	5	none	Life
	Ethics in Insurance: Past and Present	SS11349	5	none	Ethics
	Business Auto Policy Explained	NONE	N/A	none	N/A
	CGL Explained	SS10106	19	none	Property & Cas
	Commercial Property Policy Explained	NONE	N/A	none	N/A
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	none	N/A
	Insurance Principles	SS9598	5	none	Property & Cas
	Introduction to Homeowners	SS9024	16	none	Property & Cas
	Introduction to Homeowners Endorsement	SS8858	7	none	Property & Cas
	Introduction to Personal Auto Coverage	SS9308	10	none	Property & Cas
	Introduction to Personal Umbrella Coverage	SS9249	8	none	Property & Cas
	Workers Compensation Explained	NONE	N/A	none	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
18470	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	11851	10	none	Life, Health
	Ethics & The Sale 2nd Edition	11850	8	none	Life, Health
	Financial Planning for the Older Client 6th Edition	12095	30	none	Life, Health
	How to Plan for Baby Boomers 2nd Edition	13871	12	none	Life, Health
	Ultimate IRA Resource 3rd Edition	12457	30	none	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	14785	26	none	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	15444	30	none	Life & Health
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	13872	40	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	7691	30	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	7715	21	none	Life, Annuities
	Working with LLCs & FLPs 2nd Edition	7677	20	none	Life, Health
	Working with S Corporations 3rd Edition	7630	20	none	Life, Annuities
	Business Auto Coverage Guide 2nd Edition	7713	11	none	P&C
	Business Interruption Book 1st Edition	12699	26	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	12126	22	none	P&C
	Commercial General Liability 8th Edition	7714	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	12458	28	none	P&C
	D & O Coverage Guide 1st Edition	7652	20	none	Casualty
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	7672	24	none	P&C
	Employment Practices Liability 1st Edition	7651	7	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	13045	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	7712	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	7670	11	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	15521	13	none	Ethics, P&C
	Workers Compensation Guide 1st Edition	7675	17	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	7693	8	none	Life & Annuities
	Equity Indexed Annuities Explained	18470	4	none	Life
	Estate Planning	7673	9	none	Life & Annuities
	Introduction to Annuities	7661	14	none	Life & Annuities
	Introduction to Financial Planning for Seniors	7674	17	none	Life & Annuities
	Introduction to Life Insurance	7668	9	none	Life & Annuities
	Introduction to Long Term Care	7665	18	none	Health Only
	Introduction to Medicare	7690	4	none	Life & Health
	Introduction to Universal Life	14952	3	none	Life & Health
	Introduction to Variable Annuities	7666	12	none	Life & Annuities
	Introduction to Variable Life Insurance	7667	13	none	Life & Annuities
	Life Insurance Planning	7678	8	none	Life & Annuities
	Ethics in Insurance: Past and Present	14428	5	none	Ethics
	Business Auto Policy Explained	7685	17	none	Property & Cas
	CGL Explained	7680	16	none	Property & Cas
	Commercial Property Policy Explained	7683	8	none	Property & Cas
	Commercial Umbrella Explained	12698	20	none	Property & Cas
	COPE Explained	7689	6	none	Property & Cas
	Insurance Principles	7676	8	none	Property & Cas
	Introduction to Homeowners	7662	16	none	Property & Cas
	Introduction to Homeowners Endorsement	7660	7	none	Property & Cas
	Introduction to Personal Auto Coverage	7664	13	none	Property & Cas
	Introduction to Personal Umbrella Coverage	7663	8	none	Property & Cas
	Workers Compensation Explained	7687	9	none	Property & Cas

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
131	The Annuity Handbook 4th Edition	00021249	15	9/30/2011	General/Laws
	Ethics & Customer Service 2nd Edition	21924	8	9/30/2010	General, Ethics(3)
	Ethics & The Sale 2nd Edition	21923	7	9/30/2010	General, Ethics(3)
	Financial Planning for the Older Client 6th Edition	22490	25	9/30/2010	General
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	23115	25	9/30/2011	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	467885	21	9/30/2011	General
	The Tools & Techniques of Estate Planning 14th Edition	22812	25	9/30/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	467886	21	9/30/2011	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	00018754	25	9/30/2011	Life, Health
	The Variable Annuity Handbook 2nd Edition	22049	21	9/30/2010	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	13891	25	9/30/2011	Life, Health
	Business Auto Coverage Guide 2nd Edition	00021370	10	9/30/2011	General
	Business Interruption Book 1st Edition	23644	21	9/30/2011	General
	Businessowners Policy Coverage Guide 3rd Edition	22491	18	9/30/2010	General
	Commercial General Liability 8th Edition	21369	16	9/30/2011	General
	Commercial Property Coverage Guide 3rd Edition	00023147	25	9/30/2011	General
	D & O Coverage Guide 1st Edition	00013897	20	9/30/2011	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	24194	7	9/30/2011	General
	Personal Auto Coverage Guide 2nd Edition	00021368	17.5	9/30/2011	General
	Personal Umbrella Coverage Guide 1st Edition	13850/10860 (Adj)	11	9/30/2011	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	00019041	6.5	9/30/2010	General
	Equity Indexed Annuities	468178	4	9/30/2011	General
	Estate Planning	00013856	9	9/30/2011	General
	Introduction to Annuities	00013905	14	9/30/2010	General
	Introduction to Financial Planning for Seniors	00013855	17	9/30/2011	General
	Introduction to Life Insurance	00013848	9	9/30/2011	General
	Introduction to Long Term Care	00013847	18	9/30/2011	General
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	467290	3	9/30/2011	General
	Introduction to Variable Annuities	NONE	N/A	N/A	N/A
	Introduction to Variable Life Insurance	NONE	N/A	N/A	N/A
	Life Insurance Planning	00013857	8	9/30/2011	General
	Ethics in Insurance: Past and Present	467140	5	9/30/2010	Ethics
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	NONE	N/A	N/A	N/A
	Commercial Property Policy Explained	00016700	8	9/30/2010	General
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	00013906	16	9/30/2010	General
	Introduction to Homeowners Endorsement	00013904	7	9/30/2010	General
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
23130	The Annuity Handbook 4th Edition	0502015	18	none	Life, Health
	Ethics & Customer Service 2nd Edition	0502961	10	none	General
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	0504128	24	none	General
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	0504314	24	none	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	0504164	24	none	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	0320329	24	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	0502570	21	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	502173	11	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	504127	22	none	General
	Commercial General Liability 8th Edition	502174	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	504315	24	none	General
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	0502175	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	88889333/88889334	13G/4E	none	General/Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	0320425	8	none	General
	Equity Indexed Annuities Explained	88889385	4	none	General
	Estate Planning	0320320	9	none	General
	Introduction to Annuities	0320325	14	none	General
	Introduction to Financial Planning for Seniors	0320321	17	none	General
	Introduction to Life Insurance	0320326	9	none	General
	Introduction to Long Term Care	0320327	18	none	General
	Introduction to Medicare	0320328	5	none	General
	Introduction to Universal Life	0508169	3	none	General
	Introduction to Variable Annuities	0320322	12	none	General
	Introduction to Variable Life Insurance	0320323	13	none	General
	Life Insurance Planning	0320324	8	none	General
	Ethics in Insurance: Past and Present	507599	5	none	Ethics
	Business Auto Policy Explained	NONE	N/A	none	N/A
	CGL Explained	NONE	N/A	none	N/A
	Commercial Property Policy Explained	NONE	N/A	none	N/A
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	none	N/A
	Insurance Principles	NONE	N/A	none	N/A
	Introduction to Homeowners	0406131	16	none	General
	Introduction to Homeowners Endorsement	NONE	N/A	none	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	none	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	none	N/A
	Workers Compensation Explained	NONE	N/A	none	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
2882	The Annuity Handbook 4th Edition	32799	18	12/31/2010	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	36998	12	6/30/2010	Life
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	31194	33	12/31/2010	Life, Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	LH/12894/0001/15/0501	15	12/31/2010	Life, Health
	Working with S Corporations 3rd Edition	32260	12	12/31/2010	Life, Health
	Business Auto Coverage Guide 2nd Edition	34350	13	12/31/2010	Property
	Business Interruption Book 1st Edition	34322	26	12/31/2010	Property
	Businessowners Policy Coverage Guide 3rd Edition	33547	22	12/31/2010	Property
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	34031	28	12/31/2010	Property
	D & O Coverage Guide 1st Edition	C/11002/0001/30/0399	30	12/31/2010	Ethics
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	PC/12678/0001/24/0201	24	12/31/2010	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	34607	7	12/31/2010	Property
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	PC/12624/0001/11/0101	11	12/31/2010	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	37340	13	10/20/2012	P&C w Ethics
	Workers Compensation Guide 1st Edition	PC/12721/0001/17/0301	17	12/31/2010	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	31356	8	12/10/2010	Life A & H
	Equity Indexed Annuities Explained	37369	4	6/30/2010	Life,Health,Variable
	Estate Planning	LH/12727/0001/09/0301	9	12/31/2010	Life A & H
	Introduction to Annuities	LH/12083/0001/42/0600	42	12/31/2010	Life A & H
	Introduction to Financial Planning for Seniors	LH/12664/0001/17/0001	17	12/31/2010	Life A & H
	Introduction to Life Insurance	LH/12536/0001/08/1200	8	12/31/2010	Life A & H
	Introduction to Long Term Care	LH/12495/0001/17/1100	17	12/31/2010	Life A & H
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	36699	3	5/7/2010	Life A & H
	Introduction to Variable Annuities	32256	12	12/31/2010	Life A & H
	Introduction to Variable Life Insurance	L11/12505/0001/13/1100	13	12/31/2010	Life A & H
	Life Insurance Planning	LH/12884/0001/08/0501	8	12/31/2010	Life A & H
	Ethics in Insurance: Past and Present	36170	5	12/31/2010	Ethics
	Business Auto Policy Explained	PC/13464/0001/17/1201	17	12/31/2010	Property
	Businessowners Policy Explained	37244	7	9/15/2012	P
	CGL Explained	PC/13206/0001/19/0901	19	12/31/2010	Property
	Commercial Property Policy Explained	PC/13423/0001/08/1201	8	12/31/2010	Property
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	PC/12695/001/08/0301	8	12/31/2010	Property
	Introduction to Homeowners	PC/12272/0001/18/0800	16	12/31/2010	Property
	Introduction to Homeowners Endorsement	PC/12023/0001/15/0500	15	12/31/2010	Property
	Introduction to Personal Auto Coverage	PC/12463/0001/13/1100	13	12/31/2010	Property
	Introduction to Personal Umbrella Coverage	PC/12443/0001/24/1000	24	12/31/2010	Property
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
NYPO-1000387	The Annuity Handbook 4th Edition	NYCS-212429	15	11/30/2011	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	NYCS-216003	15	11/30/2011	Life/Health, C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	NYCS-216339	15	11/30/2011	LA (Life/Accident and Health Agents), C1 (Life Consultants), LB (Life/Accident and Health Brokers)
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	NYCS-217668	15	11/30/2011	C1 (Life Consultants), LA (Life/Accident & Health Agents), LB (Life Brokers)
	The Tools & Techniques of Estate Planning 14th Edition	NYCS-213815	15	11/30/2011	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life/Accident and Health Brokers)
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	NYCS-216069	15	11/30/2011	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	The Tools & Techniques of Life Settlement Planning 1st Edition	NYCS-216759	15	11/30/2011	LA (Life/Accident and Health Agents), C1 (Life Consultants), LB (Life/Accident and Health Brokers)
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	NYCS-213168	15	11/30/2011	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	NYCS-214533	15	11/30/2011	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	NYCS-215908	15	11/30/2011	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Commercial Property Coverage Guide 3rd Edition	NYCS-214198	15	11/30/2011	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	NYCS-216405	15	11/30/2011	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	NYCS-212512	15	11/30/2011	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	NYCS-217124	9	11/30/2011	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Target Market Series: Truckers 1st Edition	NYCS-217125	9	11/30/2011	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	The Tools & Techniques of Risk Management & Insurance 1st Edition	NYCS-209389	15	11/30/2011	PA (Public Adjusters), C3 (General Consultants), PC (Property/Casualty Agents), BR (Brokers)
	Winning By the Rules 2nd Edition	NYCS-217141	15	11/30/2011	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Workers Compensation Guide 1st Edition	none	none	none	none

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Book Courses					
S10060	The Annuity Handbook 4th Edition	C73736	6	none	Life, Health
	Ethics & Customer Service 2nd Edition	C74287	6	none	Life, Health
	Ethics & The Sale 2nd Edition	C72901	6	none	Life, Health
	Financial Planning for the Older Client 6th Edition	10288	12	none	Life, Health
	How to Plan for Baby Boomers 2nd Edition	C78039	6	none	General
	Ultimate IRA Resource 3rd Edition	C72648	6	none	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	C70703	6	none	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	6	none	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	C71190	6	none	Life, Health
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	C73839	6	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	C72412	6	none	P&C
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	10909	6	none	P&C
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	C71094	3	none	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	19383	6	none	P&C
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	C71109	6	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	C72502	6	None	Life & Health
	Equity Indexed Annuities Explained	C03988	4	none	General
	Estate Planning	C71124	6	None	Life & Health
	Introduction to Annuities	C70967	6	None	Life & Health
	Introduction to Financial Planning for Seniors	C71108	6	None	Life & Health
	Introduction to Life Insurance	C71069	6	None	Life & Health
	Introduction to Long Term Care	C71043	6	None	Life & Health
	Introduction to Medicare	NONE	N/A	None	N/A
	Introduction to Universal Life	C02388	3	None	General
	Introduction to Variable Annuities	C71025	6	None	Life & Health
	Introduction to Variable Life Insurance	C71066	6	None	Life & Health
	Life Insurance Planning	C71252	6	None	Life & Health
	Ethics in Insurance: Past and Present	C75361	5	None	Ethics
	Business Auto Policy Explained	C75434	6	None	Property & Liab
	Businessowners Policy Explained	C03822	6	None	General
	CGL Explained	C71345	6	None	Property & Liab
	Commercial Umbrella Explained	C03932	15	none	General
	Commercial Property Policy Explained	C75432	6	None	Property & Liab
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	C75435	6	None	Property & Liab
	Insurance Principles	C71163	6	None	Property & Liab
	Introduction to Homeowners	C71001	6	None	Property & Liab
	Introduction to Homeowners Endorsement	C70966	6	None	Property & Liab
	Introduction to Personal Auto Coverage	C71027	6	None	Property & Liab
	Introduction to Personal Umbrella Coverage	C71026	4	None	Property & Liab
	Workers Compensation Explained	C75433	6	None	Property & Liab

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Book Courses					
122	The Annuity Handbook 4th Edition	20058121	14	none	Life
	Ethics & Customer Service 2nd Edition	20008020	4	none	Life, Health
	Ethics & The Sale 2nd Edition	19988162	8	none	Life, Health
	Financial Planning for the Older Client 6th Edition	20068079	30	none	Life, Health
	How to Plan for Baby Boomers 2nd Edition	20088045	8.5	none	Life, Health
	Ultimate IRA Resource 3rd Edition	20068138	33	none	Life, Accident & Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	20068107	49	none	Life, Health, Accident
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	20088046	33	none	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	20038138	20	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	20068040	21	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	20018068	15	none	Life, Health
	Working with S Corporations 3rd Edition	96874	15	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	19988139	13	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	20068078	22	none	P&C
	Commercial General Liability 8th Edition	95-815	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	20068149	28	none	P&C
	D & O Coverage Guide 1st Edition	19998041	15	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	20018035	9	none	P&C
	Employment Practices Liability 1st Edition	19998030	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	20078132	5	none	P&C
	Personal Auto Coverage Guide 2nd Edition	19998155	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	20018028	7	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	20018044	7	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	None	N/A
	Equity Indexed Annuities Explained	20098123	4	none	Life & Health
	Estate Planning	20018041	5	None	Life & Health
	Introduction to Annuities	20008174	12	None	Life & Health
	Introduction to Financial Planning for Seniors	20018038	12	None	Life & Health
	Introduction to Life Insurance	20018005	5.5	None	Life & Health
	Introduction to Long Term Care	20018003	15	None	Life & Health
	Introduction to Medicare	NONE	N/A	None	N/A
	Introduction to Universal Life	20098051	3	None	Life & Health
	Introduction to Variable Annuities	20008237	10	None	Life & Health
	Introduction to Variable Life Insurance	20018007	7	None	Life & Health
	Life Insurance Planning	20018085	10	None	Life & Health
	Ethics in Insurance: Past and Present	20088142	5	None	Ethics
	Business Auto Policy Explained	NONE	N/A	None	N/A
	CGL Explained	20018129	15	None	Property & Cas
	Commercial Property Policy Explained	20018177	7	None	Property & Cas
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	None	N/A
	Insurance Principles	20018061	8	None	Property & Cas
	Introduction to Homeowners	20008220	15	None	Property & Cas
	Introduction to Homeowners Endorsement	20008168	6	None	Property & Cas
	Introduction to Personal Auto Coverage	20008245	11	None	Property & Cas
	Introduction to Personal Umbrella Coverage	20008232	7	None	Property & Cas
	Workers Compensation Explained	NONE	N/A	None	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
34011	The Annuity Handbook 4th Edition	41205	14	12/31/2010	General
	Ethics & Customer Service 2nd Edition	42436	4	12/31/2010	General
	Ethics & The Sale 2nd Edition	42435	3	12/31/2010	General
	Financial Planning for the Older Client 6th Edition	43212	20	12/31/2010	pending
	How to Plan for Baby Boomers 2nd Edition	46934	12	12/31/2010	General
	Ultimate IRA Resource 3rd Edition	44093	20	12/31/2010	General
	The Tools & Techniques of Charitable Planning 2nd Edition	47463	20	12/31/2010	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	49335	20	12/31/2010	General
	The Tools & Techniques of Estate Planning 14th Edition	43644	20	12/31/2010	General
	The Tools & Techniques of Financial Planning 9th Edition	50260	20	12/31/2010	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	46936	20	12/31/2010	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	48019	20	12/31/2010	General
	The Ultimate Trust Resource 2nd Edition	18925	20	12/31/2010	General
	The Variable Annuity Handbook 2nd Edition	42018	15	12/31/2010	General
	Working with LLCs & FLPs 2nd Edition	18872	12	12/31/2010	General
	Working with S Corporations 3rd Edition	18903	15	12/31/2010	General
	Business Auto Coverage Guide 2nd Edition	18892	11	12/31/2010	General
	Business Interruption Book 1st Edition	44572	19	12/31/2010	General
	Businessowners Policy Coverage Guide 3rd Edition	43233	18	12/31/2010	General
	Commercial General Liability 8th Edition	18913	15	12/31/2010	General
	Commercial Property Coverage Guide 3rd Edition	44011	20	12/31/2010	General
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Mgt & Insurance Coverage	50220	5	12/31/2010	General
	E-coverage Guide 1st Edition	18866	15	12/31/2010	General
	Employment Practices Liability 1st Edition	18896	4	12/31/2010	General
	Homeowners Coverage Guide 3rd Edition	47464	19	12/31/2010	General
	Insuring to Value 2nd Edition	45155	8	12/31/2010	General
	Personal Auto Coverage Guide 2nd Edition	18904	15	12/31/2010	General
	Personal Umbrella Coverage Guide 1st Edition	18865	8	12/31/2010	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	48334	9	12/31/2010	General
	Target Market Series: Truckers 1st Edition	48333	9	12/31/2010	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	18922	20	12/31/2010	General
	Winning By the Rules 2nd Edition	48236	15	12/31/2010	General
	Workers Compensation Guide 1st Edition	18870	10.5	12/31/2010	General
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	50219	4	12/31/2010	General
	Distribution Planning	37241	4	12/31/2010	General
	Estate Planning	18869	7	12/31/2010	General
	Equity Indexed Annuities Explained	49731	4	12/31/2010	General
	Introduction to Annuities	18856	11	12/31/2010	General
	Introduction to Financial Planning for Seniors	18868	14	12/31/2010	General
	Introduction to Life Insurance	18862	6	12/31/2010	General
	Introduction to Long Term Care	18861	13	12/31/2010	General
	Introduction to Medicare	18924	4	12/31/2010	General
	Introduction to Universal Life	48756	3	12/31/2010	General
	Introduction to Variable Annuities	18859	10	12/31/2010	General
	Introduction to Variable Life Insurance	18864	10	12/31/2010	General
	Life Insurance Planning	18873	5	12/31/2010	General
	Ethics in Insurance: Past and Present	48086	5	12/31/2010	General
	Business Auto Policy Explained	18879	13	12/31/2010	General
	Businessowners Policy Explained	49499	6	12/31/2010	General
	CGL Explained	18875	15	12/31/2010	General
	Commercial Property Policy Explained	18878	6	12/31/2010	General
	Commercial Umbrella Explained	44573	6	12/31/2010	General
	COPE Explained	18923	6	12/31/2010	General
	Insurance Principles	18871	5	12/31/2010	General
	Introduction to Homeowners	18857	13	12/31/2010	General
	Introduction to Homeowners Endorsement	18855	7	12/31/2010	General
	Introduction to Personal Auto Coverage	18860	11	12/31/2010	General
	Introduction to Personal Umbrella Coverage	18858	6	12/31/2010	General
	Workers Compensation Explained	18882	9	12/31/2010	General

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
260	The Annuity Handbook 4th Edition	E260-171	14	11/1/2010	Life
	Ethics & Customer Service 2nd Edition	E260-275	10	2/1/2011	Life, Ethics(4)
	Ethics & The Sale 2nd Edition	E260-276	8	2/1/2011	Life, Ethics(4)
	Financial Planning for the Older Client 6th Edition	E260-288	14	7/1/2011	Life, Health
	How to Plan for Baby Boomers 2nd Edition	1004382	10	5/1/2010	Life, Accident, Health
	Ultimate IRA Resource 3rd Edition	E260-295	16	11/1/2011	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	1004381	16	5/1/2010	Life, Accident, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	E260-187	16	12/1/2010	Life, Health, Annuities
	Working with LLCs & FLPs 2nd Edition	E260-278	16	3/1/2011	Life, Health, Annuities
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	E260-176	11	11/1/2010	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	E260-289	14	7/1/2011	P&C
	Commercial General Liability 8th Edition	E260-168	16	11/1/2010	P&C
	Commercial Property Coverage Guide 3rd Edition	E260-293/A245-031*	16	11/1/2011	P&C, Also approved for Adjuster credit (12 hours), course expires on 11/1/07
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	E260-269	16	1/1/2011	P&C
	Employment Practices Liability 1st Edition	E260-283	9	3/1/2011	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	1002816	5	7/1/2012	P&C
	Personal Auto Coverage Guide 2nd Edition	E260-169	16	11/1/2010	P&C
	Personal Umbrella Coverage Guide 1st Edition	E260-268	11	1/1/2011	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	E260-267	16	1/11/2011	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	260183	6	11/1/2010	Life
	Equity Indexed Annuities Explained	1007268	4	7/1/2010	Life
	Estate Planning	260271	8	1/1/2011	Life
	Introduction to Annuities	NONE	N/A	N/A	N/A
	Introduction to Financial Planning for Seniors	260270	11	1/1/2011	Life
	Introduction to Life Insurance	260184	9	11/1/2010	Life
	Introduction to Long Term Care	260185	16	11/1/2010	L/A/H & 1 LTC
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	1006238	3		Life/Accident & Health
	Introduction to Variable Annuities	260182	9	11/1/2010	Life
	Introduction to Variable Life Insurance	260178	7	11/1/2010	Life
	Life Insurance Planning	260180	8	11/1/2010	L/A/H
	Ethics in Insurance: Past and Present	1005497	5	12/1/2010	Ethics
	Business Auto Policy Explained	260277	16	3/1/2011	P-C
	CGL Explained	260303	9	2/1/2012	P-C
	Commercial Property Policy Explained	260306	4	2/1/2012	P-C
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	260304	4	2/1/2012	P-C
	Introduction to Homeowners	260179	16	11/1/2010	P-C
	Introduction to Homeowners Endorsement	260277	7	3/1/2011	P-C
	Introduction to Personal Auto Coverage	260181	13	11/1/2010	P-C
	Introduction to Personal Umbrella Coverage	260307	4	2/1/2012	P-C
	Workers Compensation Explained	NONE	N/A	N/A	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
8012	The Annuity Handbook 4th Edition	C-18-153.8012	18	8/31/2011	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	X.05.081.8012	5	9/30/2010	Ethics
	Financial Planning for the Older Client 6th Edition	B.36.166.8012	36	8/31/2010	Life, Health
	How to Plan for Baby Boomers 2nd Edition	13-09-230-8012	9	4/30/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	B-028-0183-8012	28	12/31/2010	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	B.26.244.8012	26	8/31/2010	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	B-30-273-8012	30	8/31/2011	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	13-33-232-8012	33	4/30/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	C.20.131.8012	20	8/31/2011	P&C
	The Variable Annuity Handbook 2nd Edition	C.21.158.8012	21	12/31/2011	Life
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	A-11-155.8012	11	8/31/2011	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	A.022.165.8012	22	8/31/2010	P&C
	Commercial General Liability 8th Edition	A-15-156.8012	15	8/31/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	A-028-0182-8012	28	1/31/2010	P&C
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	A.20.241.8012	20	8/31/2010	P&C
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	A-15-157.8012	15	8/31/2011	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	XA.13.277.8012	13	10/31/2011	P&C, Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	C.04.282.8012	4	3/31/2012	Life
	Estate Planning	C.07.291.8012	7	3/31/2012	Life
	Introduction to Annuities	C-14-099-8012	14	8/31/2010	Life
	Introduction to Financial Planning for Seniors	C.12.285.8012	12	3/31/2012	Life
	Introduction to Life Insurance	C.06.283.8012	6	3/31/2012	Life
	Introduction to Long Term Care	B.12.284.8012	12	3/31/2012	LT Care
	Introduction to Medicare	C.04.293.8012	4	3/31/2012	Life
	Introduction to Universal Life	B-03-260-8012	3	4/30/2011	Life & Health
	Introduction to Variable Annuities	C.10.295.8012	10	3/31/2012	Life
	Introduction to Variable Life Insurance	C.10.286.8012	10	3/31/2012	Life
	Life Insurance Planning	C.06.292.8012	6	3/31/2012	Life
	Ethics in Insurance: Past and Present	X-05-265-8012	5	5/31/2011	Ethics
	Business Auto Policy Explained	A.12.288.8012	12	3/31/2012	Property & Cas
	CGL Explained	A.12.287.8012	12	3/31/2012	Property & Cas
	Commercial Property Policy Explained	A.06.290.8012	6	3/31/2012	Property & Cas
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	A.06.289.8012	6	3/31/2012	Property & Cas
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	NONE	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	A.07.296.8012	7	3/31/2012	Property & Cas
	Introduction to Personal Auto Coverage	A-10-104-8012	10	9/30/2010	Property & Cas
	Introduction to Personal Umbrella Coverage	A-06-105-8012	6	9/30/2010	Property & Cas
	Workers Compensation Explained	A.03.294.8012	3	3/31/2012	Property & Cas

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
37644	The Annuity Handbook 4th Edition	108466	14	7/12/2011	General
	Ethics & Customer Service 2nd Edition	109289	4	2/1/2012	General
	Ethics & The Sale 2nd Edition	109288	3	2/1/2012	General
	Financial Planning for the Older Client 6th Edition	102585	28	1/25/2012	General
	How to Plan for Baby Boomers 2nd Edition	112875	12	5/12/2010	General
	Ultimate IRA Resource 3rd Edition	110619	26	11/17/2010	General
	The Tools & Techniques of Charitable Planning 2nd Edition	113306	26	8/18/2010	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	114975	30	8/21/2011	General
	The Tools & Techniques of Estate Planning 14th Edition	110219	48	8/31/2010	General
	The Tools & Techniques of Financial Planning 9th Edition	115296	39	12/3/2011	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	112876	33	5/12/2010	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	113878	27	11/19/2010	General
	The Ultimate Trust Resource 2nd Edition	105335	28	8/28/2011	General
	The Variable Annuity Handbook 2nd Edition	109036	15	12/15/2011	General
	Working with LLCs & FLPs 2nd Edition	101488	20	5/2/2011	General
	Working with S Corporations 3rd Edition	17049	25	12/2/2010	General
	Business Auto Coverage Guide 2nd Edition	22152	11	11/15/2010	General
	Business Interruption Book 1st Edition	110935	19	3/5/2011	General
	Businessowners Policy Coverage Guide 3rd Edition	110079	18	8/11/2010	General
	Commercial General Liability 8th Edition	13234	11	9/10/2011	General
	Commercial Property Coverage Guide 3rd Edition	110544	22	11/14/2010	General
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	101100	24	2/3/2011	General
	Employment Practices Liability 1st Edition	22639	4	2/22/2011	General
	Homeowners Coverage Guide 3rd Edition	113307	19	8/18/2010	General
	Insuring to Value 2nd Edition	111463	8	6/18/2011	General
	Personal Auto Coverage Guide 2nd Edition	24794	15	8/18/2011	General
	Personal Umbrella Coverage Guide 1st Edition	100997	11	1/27/2011	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	114220	9	3/2/2011	General
	Target Market Series: Truckers 1st Edition	114219	9	3/2/2011	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	104762	30	4/17/2011	General
	Winning By the Rules 2nd Edition	114221	9	3/2/2011	General
	Workers Compensation Guide 1st Edition	101200	17	2/28/2011	General
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	105671	5	11/24/2011	General
	Equity Indexed Annuities Explained	115242	4	11/10/2011	General
	Estate Planning	101957	9	8/22/2011	General
	Introduction to Annuities	100047	14	6/10/2010	General
	Introduction to Financial Planning for Seniors	101152	17	2/17/2011	General
	Introduction to Life Insurance	100720	10	11/8/2010	General
	Introduction to Long Term Care	100745	18	11/21/2010	General
	Introduction to Medicare	104596	5	3/20/2011	General
	Introduction to Universal Life	114544	3	5/14/2011	General
	Introduction to Variable Annuities	100649	12	9/30/2010	General
	Introduction to Variable Life Insurance	100751	13	11/22/2010	General
	Life Insurance Planning	101524	8	5/12/2011	General
	Ethics in Insurance: Past and Present	114545	5	5/14/2011	General
	Business Auto Policy Explained	115089	12	9/25/2011	General
	Businessowners Policy Explained	115069	6	9/16/2011	General
	CGL Explained	102080	16	9/17/2011	General
	Commercial Property Policy Explained	102423	8	12/5/2011	General
	Commercial Umbrella Explained	none	N/A	N/A	none
	COPE Explained	104731	6	4/11/2011	General
	Insurance Principles	101310	8	3/22/2011	General
	Introduction to Homeowners	100330	16	7/29/2010	General
	Introduction to Homeowners Endorsement	30556	7	4/24/2010	General
	Introduction to Personal Auto Coverage	100691	13	10/28/2010	General
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	General
	Workers Compensation Explained	NONE	N/A	N/A	General

Submitted 3/18/2010

sent 3/25/2010

sent 3/10/10

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
691	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	NONE	N/A
	Equity Indexed Annuities Explained	SBS7192-L1111	4	11/1/2011	General
	Estate Planning	NONE	N/A	NONE	N/A
	Introduction to Annuities	NONE	N/A	NONE	N/A
	Introduction to Financial Planning for Seniors	NONE	N/A	NONE	N/A
	Introduction to Life Insurance	NONE	N/A	NONE	N/A
	Introduction to Long Term Care	NONE	N/A	NONE	N/A
	Introduction to Medicare	NONE	N/A	NONE	N/A
	Introduction to Universal Life	PENDING	PENDING	PENDING	PENDING
	Introduction to Variable Annuities	NONE	N/A	NONE	N/A
	Introduction to Variable Life Insurance	NONE	N/A	NONE	N/A
	Life Insurance Planning	NONE	N/A	NONE	N/A
	Ethics in Insurance: Past and Present	SBS5509-E1210	5	12/1/2010	Ethics
	Business Auto Policy Explained	NONE	N/A	NONE	N/A
	CGL Explained	NONE	N/A	NONE	N/A
	Commercial Property Policy Explained	NONE	N/A	NONE	N/A
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	NONE	N/A
	Insurance Principles	NONE	N/A	NONE	N/A
	Introduction to Homeowners	NONE	N/A	NONE	N/A
	Introduction to Homeowners Endorsement	NONE	N/A	NONE	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	NONE	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	NONE	N/A
	Workers Compensation Explained	NONE	N/A	NONE	N/A

Submitted 3/19/2010

SENT 3/30/2010

Application sent 8/14/09

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
132766	The Annuity Handbook 4th Edition	105875	11	8/26/2011	Life/Accident, Health
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	113624	12	5/8/2011	Life/Accident, Health
	Ultimate IRA Resource 3rd Edition	109271	27	10/6/2012	Life, Health, Accident
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	108883	24	8/21/2012	Life/Accident, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	101392	20	7/21/2012	Life, Health, Accident
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	106108	6	9/13/2011	P&C
	Business Interruption Book 1st Edition	109991	26	3/8/2013	P&C
	Businessowners Policy Coverage Guide 3rd Edition	108595	11	7/17/2012	P&C
	Commercial General Liability 8th Edition	106110	7	8/22/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	109288	13	10/6/2012	P&C
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	111065	7	6/14/2010	P&C
	Personal Auto Coverage Guide 2nd Edition	106106	10	8/26/2011	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	None	N/A	N/A	N/A
	Equity Indexed Annuities Explained	117505	2	10/28/2012	Life, Acc. & Health
	Estate Planning	None	N/A	N/A	N/A
	Introduction to Annuities	101390	7	5/9/2010	Life, Acc. & Health
	Introduction to Financial Planning for Seniors	None	N/A	N/A	N/A
	Introduction to Life Insurance	101388	9	5/9/2010	Life, Acc. & Health
	Introduction to Long Term Care	110669	12	5/9/2010	Life, Acc. & Health
	Introduction to Medicare	None	N/A	N/A	N/A
	Introduction to Universal Life	116317	2	5/14/2012	Accident & Health
	Introduction to Variable Annuities	101389	6	5/9/2010	Life, Acc. & Health
	Introduction to Variable Life Insurance	101398	6	8/9/2010	Life, Acc. & Health
	Life Insurance Planning	None	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	115180	2	11/24/2011	Ethics
	Business Auto Policy Explained	117200	5	10/8/2012	Property & Casualty
	Businessowners Policy Explained	117157	5	9/10/2012	Property & Casualty
	CGL Explained	101387	9	9/16/2012	Property & Casualty
	Commercial Property Policy Explained	117209	2	10/8/2012	Property & Casualty
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	None	N/A	N/A	N/A
	Insurance Principles	None	N/A	N/A	N/A
	Introduction to Homeowners	None	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	None	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	None	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	None	N/A	N/A	N/A
	Workers Compensation Explained	None	N/A	N/A	N/A

SENT 3/30/2010

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
485	The Annuity Handbook 4th Edition	01-7885	12	none	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	1271191	12	none	Life, Health
	Ultimate IRA Resource 3rd Edition	01-8828	12	none	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	01-8718	12	none	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	1271190	12	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	01-6734	12	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	503672	10	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	01-5128	10	none	Life, Health
	Working with S Corporations 3rd Edition	01-2759	10	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	21715	12	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	02-3002	12	none	P&C
	Commercial General Liability 8th Edition	02-1232	10	none	P&C
	Commercial Property Coverage Guide 3rd Edition	02-3020	12	none	P&C
	D & O Coverage Guide 1st Edition	02-1767	12	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	02-2064	12	none	P&C
	Employment Practices Liability 1st Edition	02-1746	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	1270165	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	02-1232	12	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	02-2060	6	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	02-20-80	11	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	(None)	N/A
	Equity Indexed Annuities Explained	1272559	4	(None)	Life & Health
	Estate Planning	01-5013	7	(None)	Life & Health
	Introduction to Annuities	01-4569	12	(None)	Life & Health
	Introduction to Financial Planning for Seniors	01-5002	12	(None)	Life & Health
	Introduction to Life Insurance	01-4846	9	(None)	Life & Health
	Introduction to Long Term Care	01-4841	12	(None)	Life & Health
	Introduction to Medicare	NONE	N/A	(None)	N/A
	Introduction to Universal Life	1272249	3	(None)	Life & Health
	Introduction to Variable Annuities	01-4818	12	(None)	Life & Health
	Introduction to Variable Life Insurance	01-4853	10	(None)	Life & Health
	Life Insurance Planning	01-5145	10	(None)	Life & Health
	Ethics in Insurance: Past and Present	1272016	5	(None)	General
	Business Auto Policy Explained	NONE	N/A	(None)	N/A
	CGL Explained	02-2188	12	(None)	Property & Cas
	Commercial Property Policy Explained	NONE	N/A	(None)	N/A
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	(None)	N/A
	Insurance Principles	02-2105	10	(None)	Property & Cas
	Introduction to Homeowners	02-1999	12	(None)	Property & Cas
	Introduction to Homeowners Endorsement	02-1980	7	(None)	Property & Cas
	Introduction to Personal Auto Coverage	02-2049	12	(None)	Property & Cas
	Introduction to Personal Umbrella Coverage	02-2044	12	(None)	Property & Cas
	Workers Compensation Explained	NONE	N/A	(None)	N/A

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
89254	The Annuity Handbook 4th Edition	16288	18	none	L&H, Annuities, Variable Product, Accident
	Ethics & Customer Service 2nd Edition	17021	9	none	Accident, L&H, Variable Product, Annuities
	Ethics & The Sale 2nd Edition	17020	8	none	L&H, Annuities, Variable Product, Accident
	Financial Planning for the Older Client 6th Edition	17370	24	none	Variable Product, Accident, L&H, Annuities
	How to Plan for Baby Boomers 2nd Edition	19727	12	none	Annuities, Variable Product, Life/Accident & Health
	Ultimate IRA Resource 3rd Edition	17847	24	none	Variable Product, Life/Accident & Health, Annuities
	The Tools & Techniques of Charitable Planning 2nd Edition	20873	24	none	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	21390	24	none	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	17599	24	none	Variable Product, Life/Accident & Annuities
	The Tools & Techniques of Financial Planning 9th Edition	21832	24	none	Life/Accident & Health/Annuities/Variable
	The Tools & Techniques of Life Insurance Planning 4th Edition	19725	24	none	Annuities, Variable Product, Life/Accident & Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	20470	24	none	Life, Health
	The Ultimate Trust Resource 2nd Edition	13952	20	none	P&C
	The Variable Annuity Handbook 2nd Edition	16695	21	none	L&H, Annuities, Variable Product
	Working with LLCs & FLPs 2nd Edition	11276	20	none	Life, Health
	Working with S Corporations 3rd Edition	89254-28	25	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	16391	13	none	P&C
	Business Interruption Book 1st Edition	18287	24	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	17422	22	none	P&C
	Commercial General Liability 8th Edition	16392	19	none	P&C
	Commercial Property Coverage Guide 3rd Edition	17849	24	none	P&C
	D & O Coverage Guide 1st Edition	89254-053	16	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	11012	24	none	P&C
	Employment Practices Liability 1st Edition	89254-054	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	18660	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	16390	21	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	11000	11	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	20794	9	none	P&C
	Target Market Series: Truckers 1st Edition	20793	9	none	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	20769	9	none	P&C
	Winning By the Rules-Ethics 2nd Edition	21481	3	none	General (Ethics)
	Workers Compensation Guide 1st Edition	11093	17	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	14208	8	None	Life & Health
	Equity Indexed Annuities Explained	21535	4	none	Life & Health
	Estate Planning	11075	9	None	Life & Health
	Introduction to Annuities	10335	14	None	Life & Health
	Introduction to Financial Planning for Seniors	11043	17	None	Life & Health
	Introduction to Life Insurance	10852	9	None	Life & Health
	Introduction to Long Term Care	10840	18	None	Life & Health
	Introduction to Medicare	NONE	N/A	None	N/A
	Introduction to Universal Life	20996	3	None	Life & Health
	Introduction to Variable Annuities	10796	12	None	Life & Health
	Introduction to Variable Life Insurance	10868	13	None	Life & Health
	Life Insurance Planning	11313	8	None	Life & Health
	Ethics in Insurance: Past and Present	20526	5	None	Life & Health
	Business Auto Policy Explained	11959	17	None	Property & Cas
	Businessowners Policy Explained	21435	7	None	Property & Cas
	CGL Explained	11726	19	None	Property & Cas
	Commercial Property Policy Explained	11944	8	None	Property & Cas
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	13555	6	None	Property & Cas
	Insurance Principles	11194	8	None	Property & Cas
	Introduction to Homeowners	10619	16	None	Property & Cas
	Introduction to Homeowners Endorsement	10265	7	None	Property & Cas
	Introduction to Personal Auto Coverage	10828	13	None	Property & Cas
	Introduction to Personal Umbrella Coverage	10749	8	None	Property & Cas
	Workers Compensation Explained	12668	9	None	Property & Cas

Pending 2/5/10

submitted 3/18/2010

sent 3/23/2010

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
32379	The Annuity Handbook 4th Edition	2403	12	8/23/2011	General
	Ethics & Customer Service 2nd Edition	11969	4	12/11/2011	Ethics
	Ethics & The Sale 2nd Edition	2331	3	12/11/2011	Ethics
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	12229	15	11/8/2010	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	27579	15	9/11/2011	General
	The Tools & Techniques of Estate Planning 14th Edition	2417	12	8/24/2010	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	12223	15	9/6/2010	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	21541	15	12/17/2010	General
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	12217	12	12/8/2011	General
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	2305	9	8/30/2011	General
	Business Interruption Book 1st Edition	26843	15	8/17/2011	General
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	2313	15	11/28/2010	General
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	31183	6	3/29/2012	General
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	2379	12	8/23/2011	General
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	23079	9	3/3/2011	General
	Target Market Series: Truckers 1st Edition	23089	9	3/3/2011	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	2415	15	6/7/2011	General
	Winning By the Rules 2nd Edition	23091	9	3/3/2011	General
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	28391	4	10/30/2011	General
	Estate Planning	NONE	N/A	N/A	N/A
	Introduction to Annuities	NONE	N/A	N/A	N/A
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	N/A
	Introduction to Life Insurance	2355	6	12/22/2010	General
	Introduction to Long Term Care	21915	12	1/14/2011	General
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	26821	3	8/13/2011	General
	Introduction to Variable Annuities	2359	10	12/12/2010	General
	Introduction to Variable Life Insurance	NONE	N/A	N/A	N/A
	Life Insurance Planning	27043	6	8/20/2011	General
	Ethics in Insurance: Past and Present	11971	5	11/28/2010	Ethics
	Business Auto Policy Explained	none	none	none	none
	CGL Explained	2309	15	12/12/2010	General
	Commercial Property Policy Explained	30847	6	3/16/2012	General
	Commercial Umbrella Explained	11777	6	8/22/2011	General
	COPE Explained	2321	6	12/12/2010	General
	Insurance Principles	2351	5	12/12/2010	General
	Introduction to Homeowners	NONE	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	21713	12	1/5/2011	General
	Introduction to Personal Umbrella Coverage	21705	8	1/5/2011	General
	Workers Compensation Explained	12237	9	12/12/2010	General

SENT 3/30/2010

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
8848	The Annuity Handbook 4th Edition	17668	12	none	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	18816	24	none	L&H, Accident
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	19278	6	none	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	19123	12	none	L&H, Accident
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	15216	6	none	L&H
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	11807	6	none	Life
	Working with S Corporations 3rd Edition	11191	6	none	Life
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	18817	22	none	P&C
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	19293	6	none	P&C
	D & O Coverage Guide 1st Edition	11192	6	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	11346	6	none	P&C
	Employment Practices Liability 1st Edition	11193	6	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	8786	6	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	11361	6	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	14526	6	none	P&C
	Winning By the Rules 2nd Edition	pending snt /28/09			
	Workers Compensation Guide 1st Edition	11573	6	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	COR-L-15348	6	None	Life
	Equity Indexed Annuities Explained	23710	4	none	Life
	Estate Planning	COR-L-11495	6	None	Life
	Introduction to Annuities	COR-L-10125	6	None	Life
	Introduction to Financial Planning for Seniors	COR-LAH-11473	6	None	Life, Acc. & Health
	Introduction to Life Insurance	COR-L-11060	6	None	Life
	Introduction to Long Term Care	COR-AH-11052	6	None	Accident & Health
	Introduction to Medicare	NONE	N/A	None	N/A
	Introduction to Universal Life	COR-L22979	3	None	Life
	Introduction to Variable Annuities	COR-L-10867	6	None	Life
	Introduction to Variable Life Insurance	COR-L-11087	6	None	Life
	Life Insurance Planning	COR-L-1185	6	None	Life
	Ethics in Insurance: Past and Present	COR-ETH-14506	6	None	Ethics
	Business Auto Policy Explained	COR-PC-12705	6	None	Property & Cas
	CGL Explained	COR-PC-12498	6	None	Property & Cas
	Commercial Property Policy Explained	COR-PC-12706	6	None	Property & Cas
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	COR-PC-14525	6	None	Property & Cas
	Insurance Principles	COR-PC-11649	6	None	Property & Cas
	Introduction to Homeowners	COR-PC-10526	6	None	Property & Cas
	Introduction to Homeowners Endorsement	COR-PC-9997	6	None	Property & Cas
	Introduction to Personal Auto Coverage	COR-PC-10966	6	None	Property & Cas
	Introduction to Personal Umbrella Coverage	COR-PC-10780	6	None	Property & Cas
	Workers Compensation Explained	COR-PC-14527	6	None	Property & Cas

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PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
107374	The Annuity Handbook 4th Edition	18596	14	7/11/2011	Life, Health
	Ethics & Customer Service 2nd Edition	18602	4	2/1/2012	General
	Ethics & The Sale 2nd Edition	18601	3	2/1/2012	General
	Financial Planning for the Older Client 6th Edition	18583	28	3/15/2011	General
	How to Plan for Baby Boomers 2nd Edition	18644	12	5/11/2010	General
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	18651	24	8/11/2010	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	18615	24	8/29/2010	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	18645	24	5/11/2010	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	18592	20	8/26/2011	Life, Health
	The Variable Annuity Handbook 2nd Edition	18600	15	11/10/2011	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	18581	11	3/15/2011	P&C
	Business Interruption Book 1st Edition	18617	19	3/4/2011	General
	Businessowners Policy Coverage Guide 3rd Edition	18603	18	8/10/2010	General
	Commercial General Liability 8th Edition	18599	15	8/30/2011	P&C
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	18652	19	8/11/2010	General
	Insuring to Value 2nd Edition	18622	8	6/20/2011	General
	Personal Auto Coverage Guide 2nd Edition	18598	14	8/31/2011	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	22852	4	11/6/2011	General
	Estate Planning	NONE	N/A	N/A	N/A
	Introduction to Annuities	18584	11	3/15/2011	General
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	N/A
	Introduction to Life Insurance	18587	6	3/15/2011	General
	Introduction to Long Term Care	NONE	N/A	N/A	N/A
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	22524	3	5/14/2011	General
	Introduction to Variable Annuities	11/19/1950	10	3/15/2011	General
	Introduction to Variable Life Insurance	NONE	N/A	N/A	N/A
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	18579	5	12/16/2010	Ethics
	Business Auto Policy Explained	NONE	N/A	N/A	N/A
	CGL Explained	NONE	N/A	N/A	N/A
	Commercial Property Policy Explained	18590	6	12/10/2011	General
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	18585	13	3/15/2011	General
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
124878	The Annuity Handbook 4th Edition	59018	14	12/31/2010	RSP (Retirement & Savings Plan)
	Ethics & Customer Service 2nd Edition	61133	4	12/31/2010	OGI (Other General Insurance)
	Ethics & The Sale 2nd Edition	61132	3	12/31/2010	OGI (Other General Insurance)
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	78039	12	12/31/2010	Life, Health
	Ultimate IRA Resource 3rd Edition	65615	26	12/31/2010	OLH (Other Life & Health Topics)
	The Tools & Techniques of Charitable Planning 2nd Edition	79184	26	12/31/2010	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	202551	30	12/31/2010	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	64270	49	12/31/2010	FEP (Financial & Estate Planning), ILR (Insurance Laws & Regulations)(5)
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	78040	33	12/31/2010	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	1050	27	12/31/2010	L&H, ILR (Insurance Laws & Regulations)(4)
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	60406	15	12/31/2010	OLH (Other Life & Health Topics), ILR (Insurance Laws & Regulations)(1)
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	57374	19	12/31/2010	L & H (17), Laws & Regs (2)
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	66636	19	12/31/2010	OPC (Other Property & Casualty Topics)
	Businessowners Policy Coverage Guide 3rd Edition	63281	18	12/31/2010	OPC (Other Property & Casualty Topics)
	Commercial General Liability 8th Edition	59580	15	12/31/2010	P&C
	Commercial Property Coverage Guide 3rd Edition	65439*	22	12/31/2010	P&C, OPC (Other Property & Casualty Topics), * Approved for CPI - Commercial Property Insurance
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	79185	19	12/31/2010	P&C
	Insuring to Value 2nd Edition	67725	8	12/31/2010	OPC (Other Property & Casualty Topics)
	Personal Auto Coverage Guide 2nd Edition	59579	15	12/31/2010	OPC (Other Property & Casualty Topics)
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	201203	9	12/31/2010	P&C
	Target Market Series: Truckers 1st Edition	201204	9	12/31/2010	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	201205	9	12/31/2010	P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	202848	4	12/31/2010	Life & Health
	Estate Planning	200594	7	12/31/2010	Life & Health
	Introduction to Annuities	NONE	N/A	N/A	N/A
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	N/A
	Introduction to Life Insurance	NONE	N/A	N/A	N/A
	Introduction to Long Term Care	NONE	N/A	N/A	N/A
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	201609	3	12/31/2010	Life & Health
	Introduction to Variable Annuities	NONE	N/A	N/A	N/A
	Introduction to Variable Life Insurance	NONE	N/A	N/A	N/A
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	202849	5	12/31/2010	OGI (Other General Insurance)
	Business Auto Policy Explained	202649	14	12/31/2010	Property & Casualty
	Businessowners Policy Explained	202643	7	12/31/2010	Property & Casualty
	CGL Explained	202690	16	12/31/2010	Property & Casualty
	Commercial Property Policy Explained	202691	6	12/31/2010	Property & Casualty
	Commercial Umbrella Explained	none	N/A	N/A	N/A
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	NONE	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	PENDING	N/A	N/A	N/A

Submitted 3/17/2010

SENT 3/30/2010

submitted 3/29/10

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
1100	The Annuity Handbook 4th Edition	604341	11	7/8/2011	Life, Health
	Ethics & Customer Service 2nd Edition	604234	3	6/5/2011	Ethics
	Ethics & The Sale 2nd Edition	604235	3	6/5/2011	Ethics
	Financial Planning for the Older Client 6th Edition	346588	24	6/12/2010	Life, Health
	How to Plan for Baby Boomers 2nd Edition	601865	9	2/5/2012	General
	Ultimate IRA Resource 3rd Edition	352396	24	10/31/2010	General
	The Tools & Techniques of Charitable Planning 2nd Edition	603822	4	3/23/2011	L&H, Ethics(1)
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	604578	24	8/21/2011	General
	The Tools & Techniques of Estate Planning 14th Edition	349163	24	8/21/2010	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	605413	15	3/17/2012	L&H, Ethics (1)
	The Tools & Techniques of Life Insurance Planning 4th Edition	602325	24	4/24/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	604504	17	8/7/2011	General
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	604596	10	8/25/2011	General
	Working with S Corporations 3rd Edition	170473	18	11/13/2010	L&H, Ethics (3)
	Business Auto Coverage Guide 2nd Edition	208253	7	10/28/2010	P&C
	Business Interruption Book 1st Edition	603454	10	1/13/2011	General
	Businessowners Policy Coverage Guide 3rd Edition	346951	22	6/21/2010	P&C
	Commercial General Liability 8th Edition	603451	14	1/13/2011	General
	Commercial Property Coverage Guide 3rd Edition	352385	24	10/31/2010	General
	D & O Coverage Guide 1st Edition	603722	7	3/6/2011	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	603450	10	1/13/2011	General
	Employment Practices Liability 1st Edition	603452	4	1/13/2011	General
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	604190	5	5/22/2011	P&C
	Personal Auto Coverage Guide 2nd Edition	222442	12	8/6/2011	P&C, Ethics (3)
	Personal Umbrella Coverage Guide 1st Edition	604594	4	8/25/2011	General
	Problem Issues in CGL 1st Edition	605355	9	3/8/2012	P&C
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	604595	24	8/25/2011	General
	Winning By the Rules 2nd Edition	11/10/3555	11	10/8/2011	General (includes 3 Ethics)
	Workers Compensation Guide 1st Edition	603447	6	1/13/2011	General
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	none	none	none	none
	Equity Indexed Annuities Explained	605261	4	2/22/2012	Life
	Estate Planning	603449	4	1/13/2011	General
	Introduction to Annuities	236742	14	5/25/2010	General Including 2 Ethics
	Introduction to Financial Planning for Seniors	603448	8	1/13/2011	General
	Introduction to Life Insurance	NONE	N/A	NONE	N/A
	Introduction to Long Term Care	244411	18	11/8/2010	General Including 3 Ethics
	Introduction to Medicare	286396	2	3/6/2011	General
	Introduction to Universal Life	604124	2	5/4/2011	General
	Introduction to Variable Annuities	243034	12	9/28/2010	General Including 2 Ethics
	Introduction to Variable Life Insurance	244833	13	11/17/2010	General Including 2 Ethics
	Life Insurance Planning	252593	8	5/2/2011	General
	Ethics in Insurance: Past and Present	603261	3	11/24/2010	Ethics
	Business Auto Policy Explained	none	none	none	none
	CGL Explained	604503	10	8/7/2011	General
	Commercial Property Policy Explained	none	none	none	none
	Commercial Umbrella Explained	none	none	none	none
	COPE Explained	603828	3	3/23/2011	General
	Insurance Principles	603723	4	3/6/2011	General
	Introduction to Homeowners	239701	16	8/8/2010	General
	Introduction to Homeowners Endorsement	235192	7	4/26/2012	General
	Introduction to Personal Auto Coverage	243852	13	10/19/2010	General
	Introduction to Personal Umbrella Coverage	242286	6	9/14/2010	General
	Workers Compensation Explained	603446	4	1/13/2011	General

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SENT 3/5/2010

submitted 3/18/2010

sent 3/22/2010

SENT 3/5/2010

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
S10060	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	C79184	12	6/30/2010	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	C79185	12	6/30/2010	General
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	NONE	N/A	N/A	N/A
	Equity Indexed Annuities Explained	C03988	4	6/30/2010	General
	Estate Planning	NONE	N/A	N/A	N/A
	Introduction to Annuities	C30797	12	6/30/2010	General
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	N/A
	Introduction to Life Insurance	NONE	N/A	N/A	N/A
	Introduction to Long Term Care	NONE	N/A	N/A	N/A
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	C02388	3	6/30/2010	General
	Introduction to Variable Annuities	NONE	N/A	N/A	N/A
	Introduction to Variable Life Insurance	NONE	N/A	N/A	N/A
	Life Insurance Planning	NONE	N/A	N/A	N/A
	Ethics in Insurance: Past and Present	C01183	5	6/30/2010	Ethics
	Business Auto Policy Explained	C03879	12	6/30/2010	General
	Businessowners Policy Explained	C03822	7	6/30/2010	General
	CGL Explained	C03927	12	6/30/2010	General
	Commercial Property Policy Explained	C03929	6	6/30/2010	General
	Commercial Umbrella Explained	C03932	12	6/30/2010	General
	COPE Explained	NONE	N/A	N/A	N/A
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	NONE	N/A	N/A	N/A
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	N/A
	Workers Compensation Explained	NONE	N/A	N/A	N/A

sent 3/25/2010

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category	
Book Courses						
21112	The Annuity Handbook 4th Edition	58838	13	9/5/2011	Life, Health	
	Ethics & Customer Service 2nd Edition	none	none	none	none	
	Ethics & The Sale 2nd Edition	none	none	none	none	
	Financial Planning for the Older Client 6th Edition	none	none	none	none	
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none	
	Ultimate IRA Resource 3rd Edition	58841	15	9/5/2011	Life, Health	
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none	
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	PENDING	PENDING	PENDING	PENDING	Filed 8/27
	The Tools & Techniques of Estate Planning 14th Edition	60227	24	5/22/2010	Life, Health	
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none	
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none	
	The Tools & Techniques of Life Settlement Planning 1st Edition	61250	24	11/21/2010	Life, Health	
	The Ultimate Trust Resource 2nd Edition	none	none	none	none	
	The Variable Annuity Handbook 2nd Edition	none	none	none	none	
	Working with LLCs & FLPs 2nd Edition	none	none	none	none	
	Working with S Corporations 3rd Edition	none	none	none	none	
	Business Auto Coverage Guide 2nd Edition	58771	7	8/13/2011	P&C	
	Business Interruption Book 1st Edition	57865	23	3/25/2011	P&C	
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none	
	Commercial General Liability 8th Edition	none	none	none	none	
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none	
	D & O Coverage Guide 1st Edition	none	none	none	none	
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none	Submitted 3/17/2011
	E-coverage Guide 1st Edition	none	none	none	none	
	Employment Practices Liability 1st Edition	none	none	none	none	
	Homeowners Coverage Guide 3rd Edition	none	none	none	none	
	Insuring to Value 2nd Edition	58622	4	7/20/2011	P&C	
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none	
	Personal Umbrella Coverage Guide 1st Edition	58772	6	8/13/2011	P&C	
	Problem Issues in CGL 1st Edition	none	none	none	none	
	Target Market Series: Contractors 1st Edition	61667	9	3/6/2011	P&C	
	Target Market Series: Truckers 1st Edition	61666	9	3/6/2011	P&C	
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none	
	Winning By the Rules 2nd Edition	61668	9	3/6/2011	P&C	
	Workers Compensation Guide 1st Edition	none	none	none	none	
CD's - E-Learning Courses						
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none	SENT 3/30/2010
	Distribution Planning	NONE	N/A	N/A	none	
	Equity Indexed Annuities Explained	62913	4	11/5/2011	Life	
	Estate Planning	NONE	N/A	N/A	none	
	Introduction to Annuities	NONE	N/A	N/A	none	
	Introduction to Financial Planning for Seniors	NONE	N/A	N/A	none	
	Introduction to Life Insurance	NONE	N/A	N/A	none	
	Introduction to Long Term Care	58279	12	5/23/2011	Life & Health	
	Introduction to Medicare	NONE	N/A	N/A	none	
	Introduction to Universal Life	62053	3	5/13/2011	Life & Health	
	Introduction to Variable Annuities	NONE	N/A	N/A	none	
	Introduction to Variable Life Insurance	NONE	N/A	N/A	none	
	Life Insurance Planning	NONE	N/A	N/A	none	
	Ethics in Insurance: Past and Present	61278	5	12/2/2010	Ethics credits	
	Business Auto Policy Explained	NONE	N/A	N/A	none	
	CGL Explained	NONE	N/A	N/A	none	
	Commercial Property Policy Explained	NONE	N/A	N/A	none	
	Commercial Umbrella Explained	none	N/A	N/A	none	
	COPE Explained	NONE	N/A	N/A	none	
	Insurance Principles	NONE	N/A	N/A	none	
	Introduction to Homeowners	NONE	N/A	N/A	none	
	Introduction to Homeowners Endorsement	NONE	N/A	N/A	none	
	Introduction to Personal Auto Coverage	NONE	N/A	N/A	none	
	Introduction to Personal Umbrella Coverage	NONE	N/A	N/A	none	
	Workers Compensation Explained	NONE	N/A	N/A	none	

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
5358	The Annuity Handbook 4th Edition	13540	14	none	Life, General
	Ethics & Customer Service 2nd Edition	14248	4	none	Ethics
	Ethics & The Sale 2nd Edition	14247	3	none	Ethics
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	11355	15	none	P&C
	The Variable Annuity Handbook 2nd Edition	1320	15	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	8871	15	none	Life, Health
	Working with S Corporations 3rd Edition	2374	15	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	13566	11	none	General
	Business Interruption Book 1st Edition	15356	19	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	13567	15	none	General
	Commercial Property Coverage Guide 3rd Edition	none	none	none	none
	D & O Coverage Guide 1st Edition	614	15	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	8597	15	none	P&C
	Employment Practices Liability 1st Edition	672	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	13565	15	none	General
	Personal Umbrella Coverage Guide 1st Edition	8578	9	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	10904	15	none	P&C
	Winning By the Rules 2nd Edition	18029	13	none	3 Ethics 10 General
	Workers Compensation Guide 1st Edition	8671	14	none	P&C
CD's - E-Learning Courses					
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	11675	3	None	General
	Equity Indexed Annuities Explained	18098	4	none	Life
	Estate Planning	8678	9	None	General
	Introduction to Annuities	7890	14	None	General
	Introduction to Financial Planning for Seniors	8657	15	None	General
	Introduction to Life Insurance	8415	9	None	General
	Introduction to Long Term Care	8405	15	None	General
	Introduction to Medicare	11015	4	None	General
	Introduction to Universal Life	17856	3	None	General
	Introduction to Variable Annuities	8263	12	None	General
	Introduction to Variable Life Insurance	8499	13	None	General
	Life Insurance Planning	8891	8	None	General
	Ethics in Insurance: Past and Present	12806	3	None	General
	Business Auto Policy Explained	NONE	N/A	None	N/A
	CGL Explained	9300	15	None	General
	Commercial Property Policy Explained	NONE	N/A	None	N/A
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	10873	6	None	General
	Insurance Principles	8764	5	None	General
	Introduction to Homeowners	8029	15	None	General
	Introduction to Homeowners Endorsement	7738	7	None	General
	Introduction to Personal Auto Coverage	8310	13	None	General
	Introduction to Personal Umbrella Coverage	8191	8	None	General
	Workers Compensation Explained	10138	9	None	General

SENT 3/30/2010