

Looking for top-notch training materials?

There's no need to spend hours, even weeks, developing your own course content. The National Underwriter has a comprehensive library of courses ready for you to present. Covering a broad range of insurance and financial topics, each course includes:

- ▶ Professionally designed PowerPoint presentation
- ▶ Comprehensive speaker notes to guide the instructor through the entire course, including the amount of time to spend on each subtopic
- ▶ Learning objectives and three-tier timed outline as required for CE filing.

INSTRUCTOR-LED TRAINING COURSES

LIFE & HEALTH

ANNUITIES

- A New Look at Annuities – 3 hrs
- Annuitization: The Overlooked Benefit – 2 hrs
- Equity Index vs. Variable Annuities – 2 hrs
- FINRA 2821 – 1 hr
- Fixed Annuities – 1 hr
- Variable Annuities vs. Variable Life – 1 hr

ESTATE

- Buy-Sell Agreements for Family Business – 1 hr
- Estate Planning: Has Anything Changed? – 1 hr
- Keeping it in the Family – Business Succession – 1 hr
- Understanding the Basics of Trusts - 1 & 2 hrs

FINANCIAL PLANNING

- Designing the Right Pension Options – 1 hr
- IRA Rollovers – 1 hr
- IRAs: Alternatives and Planning Options – 2 hrs
- Strategies for Reducing AGI for a Lower Tax Bill – 1 hr
- Ten Tips for Annual Tax Planning – 1 hr
- Tips for a Well-Prepared Annual Review – 1 hr

LIFE

- Fundamentals of Whole Life – 2 hrs
- Life Insurance Concepts – 1 hr
- New Designs in VL & VUL – 1 hr
- Nonqualified Deferred Compensation – 2 hrs
- Premium Financing: A Legitimate Planning Tool – 2 hrs
- Replacing Permanent or Term Insurance – 4-5 hrs
- Term & Whole Life Insurance – 3 hrs
- Understanding Life Insurance Underwriting – 2 hrs

LTC

- LTC: Critical Issues & Trends in Policy Design – 3 hrs
- Suitability in the Sale of Long Term Care – 1 hr
- Suitability & Ethical Promotion of LTCi – 2 hrs
- The Ethical Promotion of LTC Insurance – 1 hr
- Trends in Long-Term Care – 1 hr

RULES / ETHICS

- CFP Code of Ethics & Rules of Conduct – 2 hrs
- Ethics: Critical Concepts – 1 & 2 hrs
- Ethics: Crisis in the Insurance Industry – 4 hrs

PROPERTY & CASUALTY

- Businessowners Policy – Eligibility – 1 hr
- Businessowners Policy – Liability Coverage – 1 hr
- Businessowners Policy – Property Coverage – 2 hrs
- Businessowners Policy – Endorsements – 1 hr
- Business Auto: Coverages – 1 hr
- Business Auto: Designations – 1 hr
- Business Auto: Endorsements – 1 hr
- CGL Coverages – 2 hrs
- Commercial Property: Causes of Loss Form – 2 hrs
- Commercial Property Basics – 2 hrs
- Commercial Umbrella Basics – 1 hr
- Commercial Umbrella: Coverages A&B – 1 hr
- Getting Started with Personal Auto – Understanding the Definitions – 1 hr
- Homeowners Insurance – Common Endorsements – 1 hr
- Homeowners Insurance – Liability Coverage – 1 hr
- Homeowners Insurance – Named Perils – 1 hr
- Intro. to BOP – Eligibility & Covered Property – 2 hrs
- Introduction to Personal Auto – 2 hrs
- Looking for Something Extra – Understanding PAP Endorsements – 1 hr
- Personal Auto Coverages – 2 hrs
- Workers Compensation: Coverage Parts I, II, III – 1 or 2 hrs

CUSTOM COURSE DEVELOPMENT

If the course you are looking for is not listed, National Underwriter can:

- ▶ develop a course on a specific topic of interest
- ▶ utilize your company content and create a course
- ▶ create materials for use in webinars or web conferences
- ▶ brand existing content with your company's logo or presentation template styles.

License fee for one-year unlimited usage: \$2,250 for first hour; \$1,250 for each additional hour.
Reduced price available for limited usage license.

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