

Continuing Education

California

**January-June
2010**



CE Made Easy!

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1.800.866.2468



A.D. Banker & Company

5000 College Blvd #120

Overland Park, KS 66211

Live Class Schedule

Concord ▶▶▶▶▶

A.D.Banker Training Center
1849 Willow Pass #209
Concord, CA 94520

| | | | Class Times | Credits/Type |
|--------|-----------------------------------------------------------------------------------------------|-------------|-------------|----------------------|
| Jan 21 | SITS - California Partnership Redesign ** "A New Approach for the Millennium" | 8-5 | 8 | LTC |
| Jan 27 | Get a Life: Term and Whole Life Get a Life: Universal Life and VUL | 8-12 1-5 | 4 4 | LH LH |
| Jan 28 | Ethics and the Customer California 4-hour Annuities Training | 8-12 1-5 | 4 4 | Ethics Annuities |
| Feb 17 | Identity Theft: Educating Your Clients Anti-Money Laundering | 8-12 1-5 | 4 4 | General General |
| Feb 18 | Risky Business: An Employer's Perspective Risky Business: Insuring the Company | 8-12 1-5 | 4 4 | FC FC |
| Mar 24 | Insurance Ethics Financial Planning Principles and Processes | 8-12 1-5 | 4 4 | Ethics LH |
| Mar 25 | Retirement Income Planning Defined Retirement Income Planning Strategies | 8-12 1-5 | 4 4 | LH LH |
| May 27 | SITS - California Partnership Redesign ** "A New Approach for the Millennium" | 8-5 | 8 | LTC |
| Apr 21 | Covering Mainstreet: The Businessowners Policy Covering Mainstreet: Bus Auto Coverage Form | 8-12 1-5 | 4 4 | FC FC |
| Apr 22 | Ethics and the Customer This Time It's Personal: Homeowners Policies | 8-12 1-5 | 4 4 | Ethics FC |
| May 12 | Identity Theft: Educating Your Clients California 4-hour Annuities Training | 8-12 1-5 | 4 4 | General Annuities |
| May 13 | CA 8-Hour Annuity Training Course *Pending* | 8-5 | 8 | Annuities |
| Jun 16 | Say Ah! Healthcare Today Insurance Ethics | 8-12 1-5 | 4 4 | LH Ethics |
| Jun 17 | SITS - CA LTC for the Advanced CTQ 2004 | 8-5 | 8 | LTC |

Class Times Credits/Type

Fresno ▶▶▶▶▶

Ramada University
324 E Shaw Ave
Fresno, CA 93710

| | | Class Times | Credits/Type | |
|--------|----------------------------------------------------------|-------------|--------------|---------------------|
| Jan 28 | CA 8-Hour Annuity Training Course *Pending* | 8-5 | 8 Annuities | |
| Mar 24 | SITS-CA LTC for the Advanced-CTQ 2004 | 8-5 | 8 LTC | |
| May 19 | Insurance Ethics California 4-Hour Annuities Training | 8-12 1-5 | 4 4 | Ethics Annuities |

Class Times Credits/Type

Ontario ▶▶▶▶▶

Cambridge College
337 N Vineyard Ave #100
Ontario, CA 91764

| | | Class Times | Credits/Type | |
|--------|-------------------------------------------------------------------------------|-------------|--------------|-------------------|
| Jan 20 | Retirement Income Planning Defined Retirement Income Planning Strategies | 8-12 1-5 | 4 4 | LH LH |
| Jan 21 | SITS-CA LTC for the Advanced CTQ 2004 | 8-5 | 8 LTC | |
| Feb 24 | Say Ah! Healthcare Today California 4-Hour Annuities Training | 8-12 1-5 | 4 4 | LH Annuities |
| Feb 25 | Ethics and the Customer Anti-Money Laundering | 8-12 1-5 | 4 4 | Ethics General |
| Apr 14 | Insurance Ethics Identity Theft: Educating Your Clients | 8-12 1-5 | 4 4 | Ethics General |
| Apr 15 | CA 8-Hour Annuity Training Course *Pending* | 8-5 | 8 | Annuities |
| Jun 16 | Get a Life: Term and Whole Life Ethics and the Customer | 8-12 1-5 | 4 4 | LH Ethics |
| Jun 17 | Financial Planning Principles and Processes Financial Planning Disciplines | 8-12 1-5 | 4 4 | LH LH |

Riverside ▶▶▶▶▶

A.D.Banker Training Center
1299 University Ave #202B
Riverside, CA 92507

| | | Class Times | Credits/Type | |
|--------|-----------------------------------------------------------------------------------------------|-------------|--------------|---------------------|
| Jan 27 | SITS-CA LTC for the Advanced-CTQ2004 | 8-5 | 8 LTC | |
| Jan 28 | Financial Planning Principles and Processes Ethics and the Customer | 8-12 1-5 | 4 4 | LH Ethics |
| Feb 17 | CA 8-Hour Annuity Training Course *Pending* | 8-5 | 8 | Annuities |
| Feb 18 | Insurance Ethics California 4-hour Annuities Training | 8-12 1-5 | 4 4 | Ethics Annuities |
| Mar 30 | Covering Mainstreet: The Businessowners Policy Covering Mainstreet: Bus Auto Coverage Form | 8-12 1-5 | 4 4 | FC FC |
| Mar 31 | Ethics and the Customer Risky Business: An Employer's Perspective | 8-12 1-5 | 4 4 | Ethics FC |
| Apr 21 | Identity Theft: Educating Your Clients Financial Planning Disciplines | 8-12 1-5 | 4 4 | General LH |
| Apr 22 | Insurance Ethics Say Ah! Healthcare Today | 8-12 1-5 | 4 4 | Ethics LH |
| Apr 23 | SITS - California Partnership Redesign** "A New Approach for the Millennium" | 8-5 | 8 | LTC |
| May 12 | Get a Life: Term and Whole Life Get a Life: Universal Life and VUL | 8-12 1-5 | 4 4 | LH LH |
| May 13 | Ethics and the Customer Anti-Money Laundering | 8-12 1-5 | 4 4 | Ethics General |
| Jun 2 | National Flood Insurance Program Risky Business: Insuring the Company | 9-12 1-5 | 3 4 | Flood FC |
| Jun 3 | Retirement Income Planning Defined Retirement Income Planning Strategies | 8-12 1-5 | 4 4 | LH LH |

Class Times Credits/Type

Sacramento ▶▶▶▶▶

A.D. Banker Training Center
910 Florin Rd #102
Sacramento, CA 95831

| | | Class Times | Credits/Type | |
|--------|-----------------------------------------------------------------------------------------------|-------------|--------------|---------------------|
| Jan 27 | Financial Planning Principles and Processes Financial Planning Disciplines | 8-12 1-5 | 4 4 | LH LH |
| Jan 28 | National Flood Insurance Program Insurance Ethics | 9-12 1-5 | 3 4 | Flood Ethics |
| Feb 10 | Covering Mainstreet: The Businessowners Policy Covering Mainstreet: Bus Auto Coverage Form | 8-12 1-5 | 4 4 | FC FC |
| Feb 11 | Say Ah! Healthcare Today Understanding the HSA Strategy | 8-12 1-5 | 4 4 | LH LH |
| Mar 17 | Ethics and the Customer Anti-Money Laundering | 8-12 1-5 | 4 4 | Ethics General |
| Mar 18 | CA 8-Hour Annuity Training Course *Pending* | 8-5 | 8 | Annuities |
| Apr 13 | SITS - California Partnership Redesign** "A New Approach for the Millennium" | 8-5 | 8 | LTC |
| Apr 14 | Risky Business: An Employer's Perspective Risky Business: Insuring the Company | 8-12 1-5 | 4 4 | FC FC |
| Apr 15 | This Time It's Personal: Homeowners Policies This Time It's Personal: Auto Policies | 8-12 1-5 | 4 4 | FC FC |
| May 19 | Get a Life: Term and Whole Life Get a Life: Universal Life and VUL | 8-12 1-5 | 4 4 | LH LH |
| May 20 | Insurance Ethics California 4-Hour Annuities Training | 8-12 1-5 | 4 4 | Ethics Annuities |
| Jun 23 | Retirement Income Planning Defined Retirement Income Planning Strategies | 8-12 1-5 | 4 4 | LH LH |
| Jun 24 | Identity Theft: Educating Your Clients Insurance Ethics | 8-12 1-5 | 4 4 | General Ethics |

Class Times Credits/Type

San Diego ▶▶▶▶▶

A.D.Banker Training Center
8745 Aero Dr #105
San Diego, CA 92123

| | | Class Times | Credits/Type | |
|--------|-----------------------------------------------------------------------------------------------|-------------|--------------|--------------|
| Jan 20 | CA 8-Hour Annuity Training Course *Pending* | 8-5 | 8 | Annuities |
| Jan 21 | Financial Planning Principles and Processes Financial Planning Disciplines | 8-12 1-5 | 4 4 | LH LH |
| Feb 23 | SITS - California Partnership Redesign** "A New Approach for the Millennium" | 8-5 | 8 | LTC |
| Mar 24 | Insurance Ethics Get a Life: Term and Whole Life | 8-12 1-5 | 4 4 | Ethics LH |
| Mar 25 | Retirement Income Planning Defined Retirement Income Planning Strategies | 8-12 1-5 | 4 4 | LH LH |
| May 19 | Get a Life: Universal Life and VUL Ethics and the Customer | 8-12 1-5 | 4 4 | LH Ethics |
| May 20 | Say Ah! Healthcare Today Understanding the HSA Strategy | 8-12 1-5 | 4 4 | LH LH |
| Jun 16 | SITS - California Partnership Redesign** "A New Approach for the Millennium" | 8-5 | 8 | LTC |
| Jun 23 | Covering Mainstreet: The Businessowners Policy Covering Mainstreet: Bus Auto Coverage Form | 8-12 1-5 | 4 4 | FC FC |
| Jun 24 | SITS-CA LTC for the Advanced-CTQ2004 | 8-5 | 8 | LTC |

Class Times Credits/Type

Live Class Schedule

San Francisco ▶▶▶▶▶

A.D. Banker Training Center
44 Montgomery St #LL100
San Francisco, CA 94104

| | | | Class Times | Credits/Type |
|--------|------------------------------------------------|-----------|-------------|--------------|
| Feb 24 | CA 8-Hour Annuity Training Course | *Pending* | 8-5 | 8 Annuities |
| Feb 25 | Insurance Ethics | | 8-12 | 4 Ethics |
| | Say Ah! Healthcare Today | | 1-5 | 4 LH |
| Feb 26 | SITS - California Partnership Redesign** | | 8-5 | 8 LTC |
| | "A New Approach for the Millennium" | | | |
| Mar 30 | Get a Life: Term and Whole Life | | 8-12 | 4 LH |
| | Get a Life: Universal Life and VUL | | 1-5 | 4 LH |
| Mar 31 | California 4-Hour Annuities Training | | 8-12 | 4 Annuities |
| | Understanding the HSA Strategy | | 1-5 | 4 LH |
| May 19 | SITS-CA LTC for the Advanced CTQ 2004 | | 8-5 | 8 LTC |
| 20 | Retirement Income Planning Defined | | 8-12 | 4 LH |
| | Retirement Income Planning Strategies | | 1-5 | 4 LH |
| Jun 14 | SITS - California Partnership Redesign** | | 8-5 | 8 LTC |
| | "A New Approach for the Millennium" | | | |
| Jun 29 | Risky Business: An Employer's Perspective | | 8-12 | 4 FC |
| | Ethics and the Customer | | 1-5 | 4 Ethics |
| Jun 30 | Covering Mainstreet: The Businessowners Policy | | 8-12 | 4 FC |
| | Covering Mainstreet: Bus Auto Coverage Form | | 1-5 | 4 FC |

Santa Ana ▶▶▶▶▶

A.D. Banker Training Center
3501 S Harbor Blvd #250
Santa Ana, CA 92704

| | | | Class Times | Credits/Type |
|--------|------------------------------------------------|-----------|-------------|--------------|
| Jan 26 | Covering Mainstreet: The Businessowners Policy | | 8-12 | 4 FC |
| | Covering Mainstreet: Bus Auto Coverage Form | | 1-5 | 4 FC |
| Jan 27 | Say Ah! Healthcare Today | | 8-12 | 4 LH |
| | Financial Planning Principles and Processes | | 1-5 | 4 LH |
| Jan 28 | Insurance Ethics | | 8-12 | 4 Ethics |
| | California 4-Hour Annuities Training | | 1-5 | 4 Annuities |
| Feb 10 | Anti-Money Laundering | | 8-12 | 4 General |
| | Ethics and the Customer | | 1-5 | 4 Ethics |
| Feb 26 | SITS - California Partnership Redesign** | | 8-5 | 8 LTC |
| | "A New Approach for the Millennium" | | | |
| Mar 24 | Understanding the HSA Strategy | | 8-12 | 4 LH |
| | The Future of HSAs | | 1-5 | 4 LH |
| Mar 25 | SITS-CA LTC for the Advanced CTQ 2004 | | 8-5 | 8 LTC |
| Mar 25 | CA 8-Hour Annuity Training Course | *Pending* | 8-5 | 8 Annuities |
| Mar 30 | Insurance Ethics | | 8-12 | 4 Ethics |
| | Financial Planning Disciplines | | 1-5 | 4 LH |
| Mar 31 | National Flood Insurance Program | | 9-12 | 3 Flood |
| | This Time It's Personal: Auto Policies | | 1-5 | 4 FC |
| Apr 21 | Get a Life: Term and Whole Life | | 8-12 | 4 LH |
| | Get a Life: Universal Life and VUL | | 1-5 | 4 LH |
| Apr 22 | Ethics and the Customer | | 8-12 | 4 Ethics |
| | California 4-Hour Annuities Training | | 1-5 | 4 Annuities |
| Apr 28 | Covering Mainstreet: The Businessowners Policy | | 8-12 | 4 FC |
| | Covering Mainstreet: Bus Auto Coverage Form | | 1-5 | 4 FC |
| Apr 29 | CA 8-Hour Annuity Training Course | *Pending* | 8-5 | 8 Annuities |
| May 5 | Identity Theft: Educating Your Clients | | 8-12 | 4 General |
| | Anti-Money Laundering | | 1-5 | 4 General |
| May 6 | Insurance Ethics | | 8-12 | 4 Ethics |
| | Financial Planning Principles and Processes | | 1-5 | 4 LH |
| May 19 | Risky Business: An Employer's Perspective | | 8-12 | 4 FC |
| | Risky Business: Insuring the Company | | 1-5 | 4 FC |
| May 20 | Retirement Income Planning Defined | | 8-12 | 4 LH |
| | Retirement Income Planning Strategies | | 1-5 | 4 LH |
| Jun 9 | SITS-CA LTC for the Advanced CTQ 2004 | | 8-5 | 8 LTC |
| Jun 10 | California 4-Hour Annuities Training | | 8-12 | 4 Annuities |
| | Ethics and the Customer | | 1-5 | 4 Ethics |
| Jun 16 | This Time It's Personal: Homeowners Policies | | 8-12 | 4 FC |
| | This Time It's Personal: Auto Policies | | 1-5 | 4 FC |

Pending = State Approval Pending

**Approved for Senior Insurance Training Services, provider #20641

| Credits | Price | Credits | Price |
|---------|-------|---------|-------|
| 1-4 | \$ 58 | 9-16 | \$153 |
| 5-8 | \$ 88 | 17-25 | \$228 |

Class Times Credits/Type

San Jose ▶▶▶▶▶

A.D. Banker Training Center Meridian Square
4340 Stevens Creek Blvd #164
San Jose, CA 95129

| | | | Class Times | Credits/Type |
|--------|------------------------------------------------|-----------|-------------|--------------|
| Jan 13 | California 4-Hour Annuities Training | | 8-12 | 4 Annuities |
| | Ethics and the Customer | | 1-5 | 4 Ethics |
| Jan 14 | National Flood Insurance Program | | 9-12 | 3 Flood |
| | This Time It's Personal: Auto Policies | | 1-5 | 4 FC |
| Feb 10 | Insurance Ethics | | 8-12 | 4 Ethics |
| | Retirement Income Planning Defined | | 1-5 | 4 LH |
| Feb 11 | Say Ah! Healthcare Today | | 8-12 | 4 LH |
| | Understanding the HSA Strategy | | 1-5 | 4 LH |
| Mar 4 | SITS - California Partnership Redesign** | | 8-5 | 8 LTC |
| | "A New Approach for the Millennium" | | | |
| Mar 17 | CA 8-Hour Annuity Training Course | *Pending* | 8-5 | 8 Annuities |
| Mar 18 | SITS-CA LTC for the Advanced CTQ 2004 | | 8-5 | 8 LTC |
| Apr 28 | Ethics and the Customer | | 8-12 | 4 Ethics |
| | Financial Planning Disciplines | | 1-5 | 4 LH |
| Apr 29 | Covering Mainstreet: The Businessowners Policy | | 8-12 | 4 FC |
| | Covering Mainstreet: Bus Auto Coverage Form | | 1-5 | 4 FC |
| May 26 | Identity Theft: Educating Your Clients | | 8-12 | 4 General |
| | Retirement Income Planning Strategies | | 1-5 | 4 LH |
| May 27 | Anti-Money Laundering | | 8-12 | 4 General |
| | Insurance Ethics | | 1-5 | 4 Ethics |
| Jun 23 | Get a Life: Term and Whole Life | | 8-12 | 4 LH |
| | Get a Life: Universal Life and VUL | | 1-5 | 4 LH |
| Jun 24 | Understanding the HSA Strategy | | 8-12 | 4 LH |
| | The Future of HSAs | | 1-5 | 4 LH |

Torrance ▶▶▶▶▶

Courtyard Palos Verdes
2633 Sepulveda Blvd
Torrance, CA 90505

| | | | Class Times | Credits/Type |
|--------|----------------------------------------|-----------|-------------|--------------|
| Jan 27 | California 4-Hour Annuities Training | | 8-12 | 4 Annuities |
| | Insurance Ethics | | 1-5 | 4 Ethics |
| Jan 28 | CA 8-Hour Annuity Training Course | *Pending* | 8-5 | 8 Annuities |
| Mar 17 | SITS-CA LTC for the Advanced CTQ 2004 | | 8-5 | 8 LTC |
| Mar 18 | Ethics and the Customer | | 8-12 | 4 Ethics |
| | Get a Life: Term and Whole Life | | 1-5 | 4 LH |
| May 19 | Retirement Income Planning Defined | | 8-12 | 4 LH |
| | Retirement Income Planning Strategies | | 1-5 | 4 LH |
| May 20 | Identity Theft: Educating Your Clients | | 8-12 | 4 General |
| | Anti-Money Laundering | | 1-5 | 4 General |

Woodland Hills ▶▶▶▶▶

A.D. Banker Training Center
20300 Ventura Blvd #380
Woodland Hills, CA 91364

| | | | Class Times | Credits/Type |
|--------|------------------------------------------------|-----------|-------------|--------------|
| Jan 7 | SITS - California Partnership Redesign** | | 8-5 | 8 LTC |
| | "A New Approach for the Millennium" | | | |
| Jan 13 | CA 8-Hour Annuity Training Course | *Pending* | 8-5 | 8 Annuities |
| Jan 14 | Ethics and the Customer | | 8-12 | 4 Ethics |
| | Financial Planning Principles and Processes | | 1-5 | 4 LH |
| Feb 16 | Insurance Ethics | | 8-12 | 4 Ethics |
| | California 4-Hour Annuities Training | | 1-5 | 4 Annuities |
| Feb 17 | Get a Life: Term and Whole Life | | 8-12 | 4 LH |
| | Get a Life: Universal Life and VUL | | 1-5 | 4 LH |
| Mar 17 | Say Ah! Healthcare Today | | 8-12 | 4 LH |
| | Financial Planning Disciplines | | 1-5 | 4 LH |
| Mar 18 | SITS-CA LTC for the Advanced-CTQ 2004 | | 8-5 | 8 LTC |
| Apr 14 | Covering Mainstreet: The Businessowners Policy | | 8-12 | 4 FC |
| | Covering Mainstreet: Bus Auto Coverage Form | | 1-5 | 4 FC |
| Apr 15 | Retirement Income Planning Defined | | 8-12 | 4 LH |
| | Ethics and the Customer | | 1-5 | 4 Ethics |
| May 12 | Insurance Ethics | | 8-12 | 4 Ethics |
| | California 4-Hour Annuities Training | | 1-5 | 4 Annuities |
| May 13 | Identity Theft: Educating Your Clients | | 8-12 | 4 General |
| | Anti-Money Laundering | | 1-5 | 4 General |
| May 14 | SITS - California Partnership Redesign** | | 8-5 | 8 LTC |
| | "A New Approach for the Millennium" | | | |
| Jun 2 | This Time It's Personal: Homeowners Policies | | 8-12 | 4 FC |
| | This Time It's Personal: Auto Policies | | 1-5 | 4 FC |
| Jun 3 | CA 8-Hour Annuity Training Course | *Pending* | 8-5 | 8 Annuities |

Class Times Credits/Type

Economy Series

Courses available online or in print. Exam – online, mail or fax.

Life/Health

| | |
|-------------------------------------------------------|----|
| Modern Retirement Planning | 26 |
| Comprehensive Annuity Course | 22 |
| Estate Planning & Preservation | 13 |
| Understanding Life Insurance Plans & Policies | 12 |
| The Foundation of Investment Options | 11 |
| Financial Planning Strategies | 10 |
| Split-Dollar & Other Business Insurance Options | 10 |
| Life & Health Insurance Essentials | 9 |
| Variable Products | 9 |
| Strategic Planning with Living Trusts | 8 |
| Three Trees Publishing: Annuities 101** | 8 |
| 12 Dumb Things Smart People Do with Their Money | 7 |
| Understanding Managed Care, Medicare & Related Issues | 7 |
| Business and Benefits | 4 |
| Estate Planning | 4 |
| Financial Products | 4 |

General

| | |
|-------------------------------------------------------------|----|
| The HSA Strategy: The Future of Health Ins in America | 13 |
| SITS - CA Long Term Care Insurance for the Advanced 2004*** | 8 |
| Identity Theft: Educating Your Clients | 6 |
| Anti-Money Laundering | 4 |

Property/Casualty

| | |
|-------------------------------------------------------|----|
| Heads I Win, Tails You Lose: Ins Fraud in America**** | 22 |
| P&C Risks, Hazards & Exposures | 21 |
| Advanced Commercial Coverage | 18 |
| Investigating the Claim**** | 15 |
| Personal Lines | 11 |
| Property & Casualty Insurance Essentials | 11 |
| Agribusiness Risk Management | 10 |
| Legal Issues in P&C Insurance | 10 |
| Identifying Insurance Fraud**** | 7 |
| Commercial Lines | 5 |
| Flood Insurance - NFIP | 3 |
| Professional Liability | 1 |

Ethics

| | |
|---------------------------------------|----|
| Business Ethics | 14 |
| Ethics for the Insurance Professional | 4 |

| Credits | Online Price | Credits | Online Price |
|---------|--------------------|---------|--------------------|
| 1-4 | \$32 ⁹⁵ | 31-40 | \$57 ⁹⁵ |
| 5-15 | \$42 ⁹⁵ | 41-50 | \$62 ⁹⁵ |
| 16-30 | \$52 ⁹⁵ | 51-60 | \$67 ⁹⁵ |

For Printed Book/Exam add \$5 per book



University Series

Authoritative books to enhance your professional library.
Exam – online, mail or fax.

Life/Health

| | | |
|------------------------------------------------------------|---------------------|----|
| T&T of Employee Benefit & Retirement Planning ¹ | \$112 ⁹⁵ | 38 |
| T&T of Charitable Planning ¹ | \$112 ⁹⁵ | 38 |
| Financial Planning for the Older Client ¹ | \$ 67 ⁹⁵ | 21 |
| 4-Hour Annuities Training Course ^{2*} | \$ 59 ⁹⁵ | 4 |

Property/Casualty

| | | |
|---------------------------------------------------|--------------------|----|
| Businessowners Policy Coverage Guide ¹ | \$74 ⁹⁵ | 18 |
| Commercial Property Coverage Guide ¹ | \$74 ⁹⁵ | 17 |

Ethics

| | | | |
|--------------------------------------------|---------------------|-----------------------------|---|
| 4-Hour Ethics Training Course ² | \$32 ⁰⁰ | \$X⁹⁵ | 4 |
| Ethics & Customer Service ¹ | \$ 54 ⁹⁵ | | 4 |

General

| | | |
|-----------------------------------------------------------------|---------------------|---|
| Preserving Assets with Long Term Care-2004 LTC ^{3****} | \$ 62 ⁹⁵ | 8 |
|-----------------------------------------------------------------|---------------------|---|

Insurance CE Facts

Life Agents and/or Accident & Health Agents need to complete 24 hours of line-specific CE per 2-year renewal period, including 4 hours of Ethics.

Fire & Casualty Broker-Agents (Effective January 1, 2009) need to complete 25 hours of line-specific CE annually for the first 4 years, and 24 hours every 2 years thereafter, including 4 hours of Ethics per renewal period.

Agents who hold Life &/or Accident & Health and Fire & Casualty licenses need to complete 25 hours CE annually for the first 4 years and 24 hours every 2 years thereafter, including 4 hours of Ethics, and may choose any course from any line.

Personal Lines Broker-Agents (Effective January 1, 2009) need to complete 20 hours of line-specific CE per 2-year renewal period, including 2 hours of Ethics.

Independent & Public Insurance Adjusters need to complete 24 hours of line-specific CE per 2 year renewal cycle including 3 hours of ethics.

Licenses who want to sell:

- Annuities - must complete 8 hours of annuity training prior to selling and 4 hours training every 2 years prior to license renewal (life agents only)
- Long Term Care products - must complete 8 hours annually (if in first 4 years of license) or 8 hours biennially (if licensed more than 4 years) of Long Term Care courses.
- Federal Flood Insurance policies - must complete a one-time 3 hour course on NFIP Basic Flood education

1 National Underwriter Courses
 2 WCS Courses
 3 Glorolou Courses
 * Satisfies 4 Hour Annuities Requirement
 ** Satisfies 8 Hour Annuities Requirement
 *** Satisfies 8 Hour Long Term Care Requirement
 **** Also Satisfies Public & Independent Adjuster CE