

# SELF STUDY PROGRAMS

## Licensing & Continuing Education



### Licensing Self Study Programs

SELF STUDY PROGRAM	COST	QUICK NOTES	COST
Life Accident & Health	\$125.00	Quick Notes/Practice Exams for Life	\$20.00
Life Only or Health Only	\$100.00	Quick Notes/Practice Exams For Health	\$20.00
Property & Casualty	\$125.00	Exam Simulator for Life, Accident & Health	\$45.00
Insurance Adjuster	\$125.00	<b>PRACTICE EXAMS</b>	
Limited Lines	\$60.00	Practice Exams for Property & Casualty	\$20.00
Surety & Fidelity	\$60.00	Exam Simulator for Property & Casualty	\$45.00
Credit Insurance	\$60.00		
Variable Annuities	\$60.00		
Life Insurance Counselor	\$75.00		
Accident & Health Counselor	\$75.00		

### Continuing Education Self Study Programs

COURSE TITLE	CREDITS	COST	COURSE TITLE	CREDITS	COST
Annuities by Design	9 L	\$60.00	Life Ins Principles	16 L	\$75.00
Auto Insurance	10 PC	\$60.00	Long Term Care	7 LTC	\$60.00
Ethics	3 Ethics	\$45.00	Market Conduct	10 Either	\$60.00
Business Insurance	12 L	\$60.00	Med/Med Sup	6 H	\$60.00
Insurance Fraud	7 Either	\$60.00	Personal/Commercial	11 PC	\$60.00
Individual Health Insurance	12 H	\$60.00	Life Insurance Counselor	15 L	\$75.00
Variable Life & Annuities	7 L	\$60.00			

## 2016 CONTINUING EDUCATION CLASSROOM SCHEDULE

Regularly \$14.00/credit hour – Ask About our **Value Plus Program** and receive a \$50.00 discount (\$285/24cr)

**Effective February 22, 2016, an individual shall not sell, solicit, or negotiate long-term care insurance unless the individual is licensed for accident and health or life, and has completed a one-time long-term care/partnership training course by February 22, 2017, as described in Public Act 198.**

**This is amended law and the previous Long Term Care Certification does not meet this requirement. You MUST retake this course to sell LTC. Please call our office to schedule your course.**

Date	Time	AM Course		Time	PM Course	
Jan 19	8:30-12:00	Health Savings Accounts	4	1:00-4:30	HIPAA from the Consumers Point of	4
Jan 20	8:30-12:00	Ethics for the Professional	4	1:00-4:30	Anti-Money Laundering	4
Jan 21	8:30-4:30	<b>Long Term Care/Partnership (NEW)</b>	8		a.m. class continued	
Feb 8	8:30-4:30	Knowledge of the Health Counselor	8		a.m. class continued	
Feb 9	8:30-12:00	Annuity Certification	4	1:00-4:30	Understanding Senior Mkt/Ethics	4
Feb 10	8:30-12:00	<b>Long Term Care/Partnership (NEW)</b>	8		a.m. class continued	
Mar 7	8:30-4:30	Bus. Pract. – Client Privacy ID Theft	8		a.m. class continued	
Mar 8	8:30-12:00	Medicare Fraud	4	1:00-4:30	Annuity Certification	4
Mar 9	8:30-12:00	Ethics for the Professional	4	1:00-4:30	Protecting the Insurance Consumer	4
Apr 11	8:30-4:30	<b>Long Term Care/Partnership (NEW)</b>	8		a.m. class continued	
Apr 12	8:30-12:00	Filling the Gap-Medicare	4	1:00-4:30	Understanding Senior Mkt/Ethics	4
Apr 13	8:30-12:00	Anti-Money Laundering	4	1:00-4:30	Marketplace, CHIPS, & ADA	4
May 9	8:30-12:00	Market Conduct Examinations	4	1:00-4:30	Health Savings Accounts	4
May 10	8:30-12:00	Understanding Life/Annuity Taxation	4	1:00-4:30	Ethics for the Professional	4
May 11	8:30-4:30	Fraud Awareness	8		a.m. class continued	
Jun 13	8:30-12:00	Suitability for Seniors	4	1:00-4:30	Ethics for the Professional	4
Jun 14	8:30-12:00	Individual Health Policy Analysis	4	1:00-4:30	Long Term Care	4
Jun 15	8:30-4:30	Knowledge of the Health Counselor	8		a.m. class continued	

**FINANCIAL SERVICES INSTITUTE**

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