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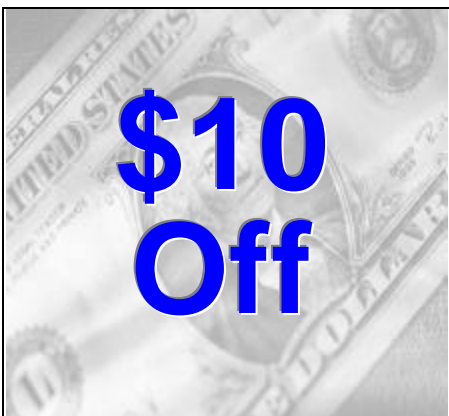


Our new agency division will help you with your California pre-license and continuing ed training needs. Whether you have one agent or 100 we can help!

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20-HR Life Only License \$79
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40-HR Life & Health License \$99
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ALL THIS FREE!



CONTINUING EDUCATION

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#	Lic Type	Hrs	Course Descriptions	Book	CD	Web
190	P&C	3	Flood Insurance - <i>Meets FEMA Required Training</i>	\$29	\$25	\$25
158	P&C	3	Bus Protection - <i>Business Owner Policy analysis</i>	\$29	\$25	\$25
195	ANY	3	Beyond Insurance - <i>Asset protection & more</i>	\$29	\$25	\$25
196	LIFE	3	Return of Premium Life - <i>Money back insurance!</i>	\$29	\$25	\$25
192	LIFE	4	Anti-Money Laundering - <i>Required by Patriot Act</i>	\$29	\$25	\$25
193	★ ANY	4	Ethics 4-Hour Course - <i>Required every renewal</i>	\$29	\$25	\$25
194	ANY	4	Annuity 4-Hour Course - <i>Required refresher after #198</i>	\$29	\$25	\$25
170	ANY	4	Everyday Law - <i>Familiar & not-so-familiar law</i>	\$29	\$25	\$25
157	P&C	6	Understanding Liability - <i>Legality of policies uncovered</i>	\$35	\$30	\$30
146	LIFE	6	Estate Planning Primer - <i>Plain-English analysis</i>	\$35	\$30	\$30
147	LIFE	8	Managed Care - <i>Inside the system and trends</i>	\$37	\$32	\$32
151	P&C	8	Errors & Omissions Insurance - <i>Managing liability</i>	\$37	\$32	\$32
161	P&C	8	Homeowners Insurance - <i>A great primer</i>	\$37	\$32	\$32
164	ANY	8	Insurance Underwriting - <i>Info to help increase approvals</i>	\$37	\$32	\$32
198	LIFE	8	Annuity 2004 California CE - REQUIRED to sell	\$37	\$32	\$32
199	ANY	8	CA Long Term Care 2004 - REQUIRED to sell or Re-Certify	\$37	\$32	\$32
131	ANY	8	CA LTC Fastrack - <i>A 2nd LTC course so you won't repeat #199</i>	\$37	\$32	\$32
145	LIFE	9	Life/Health Skills - <i>Trade practices & policy construction</i>	\$39	\$35	\$35
153	LIFE	9	Habits For LTCI Agents - <i>10 Habits for responsible selling</i>	\$39	\$35	\$35
155	P&C	9	PC Primer - <i>20 Casualty classifications & consumer rules</i>	\$39	\$35	\$35
156	P&C	9	California Pers Auto - <i>Understanding contracts & CA rules</i>	\$37	\$35	\$35
159	P&C	9	Insur Journal I - <i>Read magazine articles (provided) & earn CE</i>	\$39		
175	★ ANY	9	Agent Blunders - <i>101 agent lawsuits and avoidance methods</i>	\$39	\$35	\$35
152	LIFE	10	LTC Financial Plan Guide - <i>Phyllis Shelton's best seller</i>	\$53		
166	PC,PL	10	Personal Lines Ag Liab - <i>Exposures in this special market</i>	\$39	\$35	\$35
185	LIFE	10	All About Annuities - <i>Producer's knowledge revealed</i>	\$53		
141	ANY	13	Insurance Issues - <i>Insurance on the NET + fraud issues</i>	\$42	\$37	\$37
165	LIFE	15	Client Privacy - <i>Are you meeting the new disclosure rules?</i>	\$45	\$40	\$40
140	ANY	17	Insurance Digest - <i>10 practical topics under one cover</i>	\$47	\$42	\$42
167	LIFE	20	Specialty Markets - <i>Advanced topics to create a niche</i>	\$59	\$45	\$45
172	★ ANY	20	Suitability Issues - <i>Client needs and customer service</i>	\$59	\$45	\$45
173	★ ANY	20	Agents On Trial - <i>How would YOU fare in the courtroom?</i>	\$59	\$45	\$45
171	★ ANY	22	Preferred Practices - <i>Guidelines for better conduct & credibility</i>	\$59	\$45	\$45
163	P&C	22	Loss Control - <i>Reducing exposure for clients and agents</i>	\$59	\$45	\$45
142	★ ANY	30	Insurance Marketing Issues - <i>Legal & practice issues of selling</i>	\$65	\$49	\$49
143	LIFE	30	Mature Markets - <i>Selling to boomers & seniors in-depth</i>	\$65	\$49	\$49
144	P&C	30	Claims Today - <i>Trends, procedures and ways to handle</i>	\$65	\$49	\$49
148	LIFE	31	Professional Issues Training - <i>Financial planning at its best</i>	\$65	\$49	\$49
154	P&C	30	Property / Casualty Today! - <i>Industry & liability guide</i>	\$65	\$49	\$49

★ **Satisfies Ethics Requirement**

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ALWAYS CHECK WITH DOI TO BE SURE YOU ARE TAKING ENOUGH CREDITS AND NOT REPEATING A COURSE TOO SOON.

ORDERING

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AH	HEALTH	20 Hr	Accident & Health - <i>Get licensed to sell health & long term care</i>	\$79
LAH	COMBO	40 Hr	Life & Health Combo - <i>A great deal for BOTH!</i>	\$99
FC	FIRE-CASUALTY	40 Hr	Fire & Casualty - <i>Get license to sell home, auto, commercial</i>	\$99
CE	CODE & ETHICS	12 Hr	Code & Ethics - <i>Required for any license above</i>	\$25

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