

## 2007 NAIFA Kansas CE Courses Available

<i>Type</i>	<i>Course</i>	<i>Course ID</i>	<i>Hours</i>	<i>Instructor Manual?</i>	<i>Student Manual?</i>	<i>Outline Only</i>	<i>\$15 fee?</i>
<i>ET</i>							
	Ethics & Marketplace Practice Review	964897	2	Y	Y		Y
	Ethics 101	964870	1	N	N	Y	N
	Ethics Awareness - Case Studies - March 2001	964868	1	N	N	Y	N
	Ethics, Professionalism & E&O Coverage	964898	1	Y	Y		Y
	P&C Ethics II	964869	1	N	N	Y	N
	Values & Ethics: Being Compliant and Profitable	969763	1	Program in a box	Program in a box		N
	What Would You Do? Professional Ethics in Practice	969457	2	Y	Y		Y
<i>GEN</i>							
	An E&O Loss Control Seminar for agents of NAIFA	964886	3	Y			Y
	Do Not Call Opportunity	968223	1	Program in a box	Program in a box		N
	Survive and Thrive in Your First Three Years	970978	1	Program in a box	Program in a box		N
<i>GM</i>							
	Agent as Entrepreneur	964895	3	Y	Y		Y
	Recruiting and Retaining the Ideal Sales Assistant	964884	1	Program in a box	Program in a box		N
	Voluntary Worksite Benefits: A Comprehensive Guide	967271	1	Program in a box	Program in a box		N
<i>IAM (gen)</i>							
	Customer Service Basics	964892	1	N	N	Y	N
<i>LH</i>							
	Advanced Concepts II	964896	4	Y	Y		Y
	Agents Retirement & Estate Planning: What & Why	964862	2	Y	Y		Y

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	Annuities	964855	1	Y	Y		Y
	Asset Allocation: Putting Your Clients Eggs in the Right	969318	1	Program in a box	Program in a box		N
	Back to Basics: Quantifying the Life Insurance Need	972252	2	Program in a box	Program in a box		
	Business Insurance for Pass-Through Entities Part I a	966947	2	Program in a box	Program in a box		N
	Charitable Giving	964861	1	Y	Y		Y
	Defective Insurance Trusts	964854	2	N	N	Y	N
	Disability & How to get Through the Medicare Maze	964894	1	N	N	Y	N
	Disability Income	964893	1	Y	Y		Y
	Educational Funding After the 2001 Tax Act	964835	1	Program in a box	Program in a box		N
	Estate Planning	964858	1	Y	Y		Y
	Estate Planning for Baby Boom Generation	964856	4	Y	Y		Y
	Executive Compensation	964853	1	Y	Y		Y
	Field Underwriting of Impaired Risk	964852	1	Y	Y		Y
	Improve Your Bottom Line with LIFE's Products	698867	1	Program in a box	Program in a box		N
	IRAs - Traditional and Roth	964851	2	Y	N		N
	Life Insurance vs. Savings & Investment	964837	1	Y	Y		Y
	Long Term Care Update	964850	1	Y	Y		Y
	LTCI: The Niche in the Executive Marketplace	964844	1	Program in a box	Program in a box		N
	Making the Suitable Sale: NASD Requirements for Var	972251	3	Program in a box	Program in a box		
	Marketing Consumer Driven Health Plans	971341	1	Program in a box	Program in a box		N
	Maximizing Health Savings Accounts Opportunities	969587	1	Program in a box	Program in a box		N
	Multiple Life Products	964864	1	Y	Y		Y
	Pension Protection Act of 2006	972883	2	N	N		N
	Planning An Early Retirement	964834	2	Y	Y		Y
	Planning for Seniors	964839	2	Y	Y		Y

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	Protecting Your Client's Business	970734	1	Program in a box	Program in a box		N
	Retirement Planning After the New Tax Law	964840	1	Program in a box	Program in a box		Y
	Risk Management: Defensive Practices in Health Insur	964865	1	Y	Y		Y
	Single Parent Planning	964874	1	Y	Y		Y
	Social Security Incorporating Benefits in Planning	964877	2	Y	Y		Y
	Stepping Up to Variable Products	964832	2	Y	Y		Y
	Successful Life Insurance Selling in a Multiline Agency	969383	1	Program in a box	Program in a box		N
	The Role of Life Insurance in IRA Stretch-Out Plannin	964843	1	Program in a box	Program in a box		N
	Understanding Medicare	964848	1	Y	Y		Y
	Understanding Opportunities for Financial Advising in t	964845	1	Program in a box	Program in a box		N
	Use Estate Planning & Improve Your Bottom Line	968485	1	Program in a box	Program in a box		N
<i>PC</i>							
	Homeowners Coverage	964878	3	Y	Y		Y
	Kansas Fair Plan	969696	2	Y			N