

Insurance Professional Development



Choose targeted just-in-time learning...or build a career with our new Professional Development Curriculums!

Kaplan's Insurance Professional Development Library is great for your just-in-time training needs, but its value is magnified through our new Professional Development Curriculums, which offer:

- ▶ Curriculums designed by experts in the field to get staff up and running quickly and advance them in their careers
- ▶ Portal functionality to allow training administrators to monitor students' progress through the program
- ▶ A customized completion certificate you can use to recognize the career achievement of employees who have completed all three levels of a curriculum (Basic, Intermediate, and Advanced)

CURRICULUMS	BASIC	INTERMEDIATE	ADVANCED
Auto Claims	Claims Building Blocks <ul style="list-style-type: none"> • Property and Casualty Principles • Legal Concepts and Doctrines • Delivering Quality Service • Claim Basics • Claim Investigations • Claim Statements 	Auto Claims <ul style="list-style-type: none"> • Personal Auto Coverage • Auto Physical Damage Basics • Interpreting Medical Reports • Medical Tests and Signs 	Skills in Claims <ul style="list-style-type: none"> • Commercial Auto Coverage • Claim Evaluation and Settlement • Negotiation Skills • Effective Business Writing for Insurance People • Insurance Fraud Awareness
Underwriting Personal Lines	Underwriting Building Blocks <ul style="list-style-type: none"> • Property and Casualty Concepts • Underwriting Basics • Risk Management • Ethics at Work 	Policies and Law <ul style="list-style-type: none"> • Legal Concepts and Doctrines • Homeowners 2000 Coverage • Personal Auto Coverage • Personal Lines Endorsements 	Techniques and Practices <ul style="list-style-type: none"> • Personal Auto Rating • Umbrella Liability Coverage • Insurance Fraud Awareness • Reinsurance Basics
Advanced Markets	Insurance, Law, Need <ul style="list-style-type: none"> • Life Concepts • Understanding Wills and Intestacy • Senior Needs Planning • Introduction to Advanced Markets 	Advance Markets I <ul style="list-style-type: none"> • Estate Planning Concepts • Business Continuation Training Course • Determining Retirement Income Needs • Financial Challenges Facing Retirees 	Advanced Markets II <ul style="list-style-type: none"> • Life Insurance Policy Comparison and Underwriting • Principles of Retirement Planning • Taxation of Life Insurance and Annuities • Understanding IRAs • 401(k) Plans
Financial Planning	Products and Concepts <ul style="list-style-type: none"> • Financial Products Training Course • Understanding 1035 Exchanges • Problematic Beneficiary Designations • Advanced Planning for Senior Needs 	Planning I <ul style="list-style-type: none"> • Taxation of Life Insurance and Annuities • Estate Planning Concepts • Senior Needs Planning • Investing Retirement Assets 	Planning II <ul style="list-style-type: none"> • Financial Planning Process • ILITs and Estate Planning • Asset Allocation • Social Security and Medicare
Retirement Planning and Senior Needs	Needs and Basic Plans <ul style="list-style-type: none"> • Senior Needs Planning • Understanding IRAs • 401(k) Plans • Investing Retirement Assets • Asset Allocation 	Retirement Planning <ul style="list-style-type: none"> • Principles of Retirement Planning • Retirement Income Strategies • Distribution Planning: Required Distributions • Advanced Planning for Senior Needs 	Senior Needs <ul style="list-style-type: none"> • Social Security and Medicare • Determining Retirement Income Needs • Long-Term Care Coverage Combined with Annuities and Life Insurance • Qualified and Nonqualified Plans

Professional Development Curriculums

Basic | Intermediate | Advanced

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