



Insurance Professional Development

K Strong Training Drives Performance!

Kaplan's Insurance Professional Development Library has a full array of training courses that meet the needs of new employees and seasoned professionals alike. We'll provide comprehensive

orientations to introduce employees to new roles, as well as more specific, job-related education to help them develop throughout their careers. Kaplan's Insurance Professional Development training will inspire your staff to achieve success!

Kaplan Financial Education's Professional Development gives you three ways to learn!

You can choose:

- Targeted just-in-time learning with individual courses
- Open library of courses with Total Access PD
- Designed curriculum packages to advance staff through their careers

“I've been using Kaplan Financial Education for three years and have found it perfect for my needs. The variety of topics and the ease of use makes it fun enough that I'll often do extra courses just for more knowledge. I recommend it often to colleagues who each say the same. Kudos for a great service!”

—B. Cyrus, Advisor

96+

courses in the
PD library

76

years of commitment to
helping individuals
achieve their goals

Now Order Online*!

There is now an easy way for you to receive Kaplan's Insurance PD. Our full array of training will meet your needs with just-in-time learning of relevant insurance topics. With the convenience of studying at your own pace, we'll help you stay on the leading edge of the industry.

To Learn More:

1. Go to www.kfeducation.com/portal
2. Enter Portal Code **ProfDev** under **New Users** on right side of screen
3. Select “Create Account” or **Browse Portal Catalog**

Need Insurance CE credit? Visit www.kfeducation.com/insurance-ce to satisfy state-mandated requirements. We'll even submit your credits to the state for you!

*Users must log in with the portal code to access the training.

ANTI-MONEY LAUNDERING LAWS AND PRACTICES

- AML Best Practices for the Life Insurance Industry[†]
- AML Training Program for Life Insurance Agents[†]
- Anti-Money Laundering Laws and Practices
- Anti-Money Laundering Programs for Life Insurance Companies[†]
- Anti-Money Laundering Standards for the Insurance Industry

BUSINESS SKILLS

- Delivering Quality Service*
- Effective Business Writing for Insurance People*

ESTATE PLANNING

- Estate Planning Concepts
- ILITs and Estate Planning[†]
- Problematic Beneficiary Designations
- Understanding Wills and Intestacy[†]

ETHICS

- Ethics for the Insurance Professional
- Ethical Insurance Producer
- Ethical Practices*
- Ethics*
- Ethics at Work
- Ethics for P/C Professionals
- Insurance Ethics and Consumer Protection
- Suitability For Annuities[†]
- Suitability For Traditional Life and UL Insurance[†]

HEALTH INSURANCE

- Advising Clients on Medicare[†]
- Disability Income Insurance
- Group Insurance
- Health Care Reform[†]
- Health Concepts
- Health Savings Accounts
- Long-Term Care Coverage Combined with Annuities and Life Insurance
- Medicare
- Medicare and Medigap Insurance

INVESTMENTS AND FINANCIAL PLANNING

- Annuities for Today's Investor*
- Annuity Concepts*
- Asset Allocation
- Asset Allocation in Variable Annuities[†]
- Business Continuation Training Course
- Equity-Indexed Annuities*

- Financial Planning Process Course
- Financial Products Training Course
- Indexed Products[†]
- Section 529 Plans[†]
- Taxation of Life Insurance and Annuities[†]
- Understanding 1035 Exchanges[†]
- Variable Contracts
- Variable Contracts: Case Studies[†]

LIFE INSURANCE

- Introduction to Advanced Markets[†]
- Introduction to Life Insurance*
- Life Concepts
- Life Insurance in Action
- Life Insurance Policy Comparison and Underwriting
- Needs Analysis

PROPERTY-CASUALTY BASICS

- Flood Insurance
- Green Insurance Coverage Options
- Legal Concepts and Doctrines*
- Property-Casualty Concepts*
- Property and Casualty Principles*
- Reinsurance Basics*
- Risk Management[†]
- Umbrella Liability Coverage*
- Underwriting Basics*
- Underwriting Practices

PROPERTY-CASUALTY: CLAIMS

- Auto Physical Damage Basics*
- Claim Basics*
- Claim Evaluation and Settlement*
- Claim Investigation*
- Claim Statements*
- Insurance Fraud Awareness*
- Interpreting Medical Reports*
- Liability Insurance Practices
- Medical Tests and Signs*
- Negotiation Skills*
- Residential Construction Basics*

PROPERTY-CASUALTY: COMMERCIAL LINES

- Business Income Coverages*
- Commercial Auto Coverage*
- Commercial Auto Rating*
- Commercial Crime Coverage*
- Commercial General Liability Coverage*
- Commercial General Liability Rating*
- Commercial Inland Marine Coverage*

- Commercial Property Coverage*
- Commercial Property Rating*
- Insurance Packages for Small Businesses*
- Product Liability Insurance
- Workers' Compensation Coverage*
- Workers' Compensation Rating*

PROPERTY-CASUALTY: PERSONAL LINES

- Dwelling Coverage*
- Homeowners Insurance Coverage*
- Homeowner's Liability Coverage
- Personal Auto Coverage*
- Personal Auto Rating
- Personal Inland Marine and Watercraft Coverages*
- Personal Lines Endorsements

REFERENCE TOOLS (Print Books Only)

- Glossary of Insurance Terms
- Medical Claims Illustrated Handbook

RETIREMENT PLANNING

- 401(k) Plans
- Advanced Planning for Senior Needs
- Determining Retirement Income Needs[†]
- Distribution Planning: Required Distributions[†]
- Financial Challenges Facing Retirees[†]
- Investing Retirement Assets
- Principles of Retirement Planning
- Qualified and Non-Qualified Plans
- Retirement Income Strategies[†]
- Senior Needs Planning
- Social Security and Medicare
- Understanding IRAs

Ask About Our Expertly Packaged Curriculums

- Auto Claims
- Underwriting Personal Lines
- Advanced Markets
- Financial Planning
- Retirement Planning and Senior Needs

Call 877.731.5071 for curriculum details.

Packages	For Sale on Portal Only					
	Print Book with Print Exam* (see library for eligible titles)	Print Book with PDF Exam* (see library for eligible titles)	Online Solution with Print Book (see library for eligible titles)	Print Book Only (see library for eligible titles)	Total Access PD (Online Library)	Online Solution (Single Course)
	\$49 per course	\$39 per course	\$39 per course	\$29 per course	\$59 access for 365 days	\$29 per course
Online Course			•		•	•
Online Exam			•		•	•
Print Book	•	•	•	•		
Print Exam*	•					
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*Titles eligible for print exams | †Online only course | Training Directors must contact customer service for self-grading answer key.