

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>
	3in4 NEED MORE - LONG TERM CARE CAMPAIGN:		1		Program in a box		Program in a box
	BUILDING YOUR BRAND		7		Program in a box		Program in a box
	Building Your Practice		8		Program in a box		Program in a box
	Insider Secrets to the Affluent Women Niche Market		9		Program in a box		Program in a box
	Key Success Factors of Great Sales People - And Ho		10		Program in a box		Program in a box
	Life is Just a Cash Flow: The Importance of Selling Di		2		Program in a box		Program in a box
	THE HEALTH INSURANCE AGENTS' FUTURE: THE		3		Program in a box		Program in a box
	USING TRUSTS AS IRA BENEFICIARIES		6		Program in a box		Program in a box
<i>ETH</i>							
	Current Ethical and Insurance Events	976120	2	n	n	n	n
	Dealing with Ethical Issues in Financial Services	975089	1	Program in a box	Program in a box		N
	DODD/FRANK, Ethical Implications and How it Affects	983270	1	n	n		n
	Ethics	985645	2	N	N		N
	Ethics & Marketplace Practice Review	964897	2	Y	Y		Y
	Ethics 101	979319	1	Y	Y		N
	Ethics Awareness - Case Studies - March 2001	964868	1	N	N	Y	N
	Ethics in Business	973645	1	N	N	Y	N
	Ethics in Insurance	981045	1	N	N		
	Ethics, Professionalism & E&O Coverage	964898	1	Y	Y		Y
	General Insurance Fraud	982978	1	n	n		n
	Identity Theft	982976	1	n	n		n

<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>
	Identity Theft 2013	986380	1	N	N		N
	Insurance Fraud	986379	1	N	N		N
	P&C Ethics II	964869	1	N	N	Y	N
	The Top Five Ethical Challenges Facing Producers To	979378	1	Program in a box	Program in a box		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>							
	Annuities for Accumulation and Distribution	988984	1	Program in a box	Program in a box		
	Building Your Practice	982927	1	Program in a box	Program in a box		N
	Current Topics in Estate Taxation and Trusts	985595	1	N	N		N
	E&O Loss Control Seminar for agents of NAIFA	964886	3	Y			Y
	Eight Secrets of the Top Performing Agents - Part 1	985238	1	Program in a box	Program in a box		
	Eight Secrets of the Top Performing Agents - Part 2	985745	1	Program in a box	Program in a box		
	Estate Planning	983330	1	n	n		n
	Final Expense Insurance	987841	1	Program in a box	Program in a box		
	Health Care Reform	982338	2	n	n		n
	Health Insurance & Federal Healthcare Update	978068	2				
	Health Insurance Exchange	982977	2	n	n		n
	Healthcare Update	985744	2	N	N		N
	Insider Secrets to the Affluent Women Niche Market	984257	1	Program in a box	Program in a box		N
	Key Success Factors of Great Sales People	984258	1	Program in a box	Program in a box		N
	Leveraging LILI Tools to Improve Your Practice	979015	1	Program in a box	Program in a box		N
	LTC With A Dash of Medicaid	989040	1	N	N		
	Medicare	982975	2	n	n		n
	Opportunities In Estate Planning	989275	2	N	N		N

<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>
	Pension Risk Transfer Solutions	990720	1	Program in a box	Program in a box		
	Propel Your Business with Out-of-the-Box Thinking an	985673	1	Program in a box	Program in a box		N
	The Latest on the ACA or "What is Still Working?"	989041	1	N	N		
	The Problem with Penguins	978390	1	Program in a box	Program in a box		N
	The Seven Wonders of Life Insurance	985647	1	N	N		N
	The Top 5 Life Insurance Plans Every Insurance and	992006	1	Program in a box	Program in a box		
	YEAR END CLIENT STRATEGIES	989379	1	Program in a box	Program in a box		
	You are Selling an Experience!	986391	1	Program in a box	Program in a box		
<i>IAM</i>							
	Agent as Entrepreneur	964895	3	Y	Y		Y
	Building A Better Business: Mastering the Most Import	986990	1	Program in a box	Program in a box		
	Building A Better Business: Mastering the Most Import	986991	1	Program in a box	Program in a box		
	Customer Service Basics	964892	1	N	N	Y	N
	Engage At Every Age: How to Form Deep Client Relati	981298	1	Program in a box	Program in a box		N
	Recruiting and Retaining the Ideal Sales Assistant	964884	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
	The 6 Steps To An Effective Referral Conversation	975877	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>LHV</i>							
	3in4 Need More Long Term Care Campaign	984515	1	Program in a box	Program in a box		N
	Advanced Concepts II	964896	4	Y	Y		Y
	Agents Retirement & Estate Planning: What & Why	964862	2	Y	Y		Y
	Annuities	964855	1	Y	Y		Y
	Asset Allocation: Putting Your Clients Eggs in the Righ	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		

<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>
	Business Continuation Planning	983290	1	n	n		n
	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
	Disability Insurance Through An Attorneys Perspectiv	977215	1	Program in a box	Program in a box		N
	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
	Expediting Your Clients Medical Underwriting	974093	2	N	N		N
	Field Underwriting of Impaired Risk	964852	1	Y	Y		Y
	Health Care Reform Implementation in Kansas	979093	2	N	N		N
	Healthcare Reform Implementation in Kansas	985565	2	N	N		N
	Healthcare Reform: Post Supreme Court Ruling	985269	1	N	N		N
	Improve Your Bottom Line with LIFE's Products	968867	1	Program in a box	Program in a box		N
	IRAs - Traditional and Roth	964851	2	Y	N		N
	Key Provisions of Trust Agreements	979420	1	N	N		N
	Life Insurance vs. Savings & Investment	964837	1	Y	Y		Y
	Long Term Care Update	964850	1	Y	Y		Y
	LTCL: The Niche in the Executive Marketplace	964844	1	Program in a box	Program in a box		N
	Making the Suitable Sale: NASD Requirements for Va	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

<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>
	Multiple Life Products	964864	1	Y	Y		Y
	New Health Insurance Law-1 hr	979013	1	Program in a box	Program in a box		N
	New Health Insurance Law-2 hr	979014	2	Program in a box	Program in a box		N
	Planning An Early Retirement	964834	2	Y	Y		Y
	Planning for Seniors	964839	2	Y	Y		Y
	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 Insu	964865	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
	The Ten Most Common Life Insurance Mistakes And	985372	1	Program in a box	Program in a box		
	Top Ten Retirement Planning Mistakes	975090	1	Program in a box	Program in a box		No
	Understanding Living Benefits: Life Insurance Benefits	985860	1	Program in a box	Program in a box		
	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
	Underwriting Disability Income Insurance	983350	1	n	n		n
	Use Estate Planning & Improve Your Bottom Line	968485	1	Program in a box	Program in a box		N
	Using Life Insurance to Create a ROTH Legacy	983310	1	n	n		n
	Whole Life Insurance - Why v. How	977300	1	Program in a box	Program in a box		N
<i>PC</i>							
	Get the Facts-Reverse Mortgages	978973	1	N	N		N
	Successful Life Insurance Selling in a Multiline Agency	983004	1	Program in a box	Program in a box		N