

# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0285 **MI OFFICE OF FINANCIAL AND INSURANCE REGULATION**

PO Box 30220  
Lansing, MI 48909

Website: [www.michigan.gov/ofir](http://www.michigan.gov/ofir)

Contact: TRACY LORD BISHOP at 877-999-6442

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Insurance Regulation Seminar	Ethics	46243	3	Ethics	3
Classroom	Ofir Rebating Seminar	Life, Accident & Health and Property & Casualty	51974	1	Either	1
Classroom	Ofir Suitability Seminar	Life, Accident & Health and Property & Casualty	51973	1	Either	1

0717 **360TRAINING.COM, INC**

13801 N MO-PAC EXPY  
STE 100  
AUSTIN, TX 78727

Website: [www.learninsurance.com](http://www.learninsurance.com)

Contact: APRIL THOMAS at 512-539-2697

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Adv Personal Auto Ins: Endorsements, "no Faults"/premiums/underwriters	Property & Casualty	51176	1	Property/Casualty	1
Self-Study	Agency Operations - 2009	Life, Accident & Health and Property & Casualty	51667	2	Either	2
Self-Study	Annuities - 2009	Life	51668	4	Life/Health	4
Self-Study	Anti-money Laundering For Insurance Professionals - 2009	Life, Accident & Health and Property & Casualty	51670	2	Either	2
Self-Study	Commercial General Liability Insurance - 2009	Property & Casualty	51669	2	Property/Casualty	2
Self-Study	Employer Practices - 2010	Property & Casualty	53945	6	Property/Casualty	6
Self-Study	Employment Law - 2009	Life, Accident & Health and Property & Casualty	51671	4	Either	4
Self-Study	Estate Planning Advanced - 2009	Life	51362	2	Life/Health	2
Self-Study	Estate Planning Basic - 2009	Life	52165	1	Life/Health	1
Self-Study	Ethics And Fraud - 2010	Ethics	53944	4	Ethics	4
Self-Study	Ethics For Insurance Professionals Advanced - 2009	Ethics	51672	5	Ethics	5
Self-Study	Ethics For Insurance Professionals Basic - 2009	Ethics	51673	2	Ethics	2
Self-Study	Evaluating Financial Performance - 2009	Life	52166	1	Life/Health	1

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Flood Insurance - 2009	Flood	51364	3	Property/Casualty	3
Self-Study	Hipaa For Insurance Professionals -2009	Life	52164	1	Life/Health	1
Self-Study	Homeowner's And Dwelling Insurance - 2010	Property & Casualty	53943	6	Property/Casualty	6
Self-Study	Inland Marine Insurance - 2009	Property & Casualty	51360	4	Property/Casualty	4
Self-Study	Insurance Fraud Awareness - 2010	Property & Casualty	53942	5	Property/Casualty	5
Self-Study	Introduction To Personal Auto Insurance And The Personal Auto Policy	Property & Casualty	51175	1	Property/Casualty	1
Self-Study	Introduction To Property & Casualty And The Insurance Contract - 2009	Property & Casualty	51679	4	Property/Casualty	4
Self-Study	Legal And Moral Issues In The Insurance Industry - 2010	Life, Accident & Health and Property & Casualty	53941	5	Either	5
Self-Study	Legal Responsibilities Of The Insurance Agent - 2010	Life, Accident & Health and Property & Casualty	53940	8	Either	8
Self-Study	Life Settlements - 2010	Life	53939	1	Life/Health	1
Self-Study	Life, Health, Disability & Long Term Care Insurance - 2009	Life and Accident & Health	51674	5	Life/Health	5
Self-Study	Management Of Capital 2009	Life	52163	1	Life/Health	1
Self-Study	Medicare - 2009	Life and Accident & Health	51675	1	Life/Health	1
Self-Study	Mergers And Acquisitions Part I - 2009	Life	52162	1	Life/Health	1
Self-Study	Mergers And Acquisitions Part Ii - 2009	Life	52161	1	Life/Health	1
Self-Study	Mergers And Acquisitions Part Iii - 2009	Life	52160	1	Life/Health	1
Self-Study	Mold And The Insurance Industry - 2010	Property & Casualty	53938	8	Property/Casualty	8
Self-Study	New Employee - 2009	Life, Accident & Health and Property & Casualty	51677	2	Either	2
Self-Study	New Trends In Life And Health - 2010	Life and Accident & Health	53937	6	Life/Health	6
Self-Study	Ocean Marine Insurance - 2009	Property & Casualty	51363	6	Property/Casualty	6
Self-Study	Overview Of Life Settlement Industry: Current Events & Regulatory Update	Life and Accident & Health	49967	2	Life/Health	2
Self-Study	Personal Auto Insurance - 2010	Property & Casualty and Personal Lines	53946	6	Property/Casualty	6

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Personal Life Insurance Planning	Life	53392	3	Life/Health	3
Self-Study	Principles Of Insurance - 2009	Life, Accident & Health and Property & Casualty	51678	10	Either	10
Self-Study	Property Insurance - 2009	Property & Casualty	51676	7	Property/Casualty	7
Self-Study	The Six Parts Of The Personal Auto Policy	Property & Casualty	50580	1	Property/Casualty	1
Self-Study	Universal Life Insurance	Life	53391	4	Life/Health	4
Self-Study	Variable Universal Life Insurance	Life	53390	3	Life/Health	3
Self-Study	Wills And Trusts - 2009	Life	51361	4	Life/Health	4

0734 **5TH GEAR ENTERPRISES, LLC.**

PO BOX 1403  
SHERWOOD, OR 97140

Website: [www.5thgearce.com](http://www.5thgearce.com)

Contact: CHRISTOPHER GOODBAUDY at 503-523-2339

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Commercial Liability Insurance	Property & Casualty	52485	5	Property/Casualty	5
Self-Study	Concepts And History Of Insurance - 2009	Life and Accident & Health	53486	7	Life/Health	7
Self-Study	Errors & Omissions - Insurance For Agents 2009	Life, Accident & Health and Property & Casualty	53485	6	Either	6
Self-Study	Essentials Of The Personal Umbrella - 2009	Property & Casualty	53484	5	Property/Casualty	5
Self-Study	Ethics In The Practice Of Insurance	Ethics	52488	1	Ethics	1
Self-Study	Financial Planning And Divorce - 2009	Life	53483	4	Life/Health	4
Self-Study	Finding Opportunities In Epl Insurance - 2009	Property	53482	3	Property/Casualty	3
Self-Study	Flood Insurance (understanding Fema-backed Flood Insurance) - 2009	Flood	53087	3	Property/Casualty	3
Self-Study	Insurance And Financial Planning Concepts - 2009	Life	53481	13	Life/Health	13
Self-Study	Insurance Fraud - 2009	Life, Accident & Health and Property & Casualty	53480	5	Either	5
Self-Study	Long-term Care Insurance Primer	Long Term Care	52486	4	Life/Health	4

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Self-Study	Long-term Care Insurance Refresher	Long Term Care	52487	4	Life/Health	4
Self-Study	Mold Claims & Insurance - 2009	Property	53479	5	Property/Casualty	5
Self-Study	Property And Casualty Insurance Concepts - 2009	Property	53478	10	Property/Casualty	10
Self-Study	Understanding Ethics: A Way Of Life	Ethics	54204	3	Ethics	3

0432 **A.D. BANKER & COMPANY, L.L.C.**

5000 COLLEGE BLVD  
#120  
OVERLAND PARK, KS 66211

Website: [www.adbanker.com](http://www.adbanker.com)

Contact: LAURIE COE at 913-451-1280 ext 214

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Comprehensive Annuity Course - 2010	Life	53820	21	Life/Health	21
Self-Study	Effective Property & Casualty Solutions	Property & Casualty	48902	20	Property/Casualty	20
Self-Study	Estate Planning & Preservation - 2010	Life	53821	16	Life/Health	16
Self-Study	Ethics For The Insurance Professional - 2010	Ethics	53818	3	Ethics	3
Self-Study	Modern Retirement Planning - 2010	Life	53819	21	Life/Health	21

0473 **ACADEMY FOR HEALTHCARE MANAGEMENT**

C/O THE NATIONAL UNDERWRITER CO  
5081 OLYMPIC BLVD  
ERLANGER, KY 41018

Website: None Provided

Contact: MARK LAAKE at 859-692-2263

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Annuities For Funding Ltc Needs	Life	53148	3	Life/Health	3
Self-Study	Medicare Advantage & Part D Plan Training	Life and Accident & Health	51312	4	Life/Health	4
Self-Study	Understanding Annuities	Life	53149	13	Life/Health	13
Self-Study	Understanding Equity Indexed Annuities	Life	53178	4	Life/Health	4
Self-Study	Understanding Variable Annuities	Life	53151	12	Life/Health	12

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0798 **ACADEMY OF INSURANCE, INC.**

4057 HWY 9 NORTH  
HOWELL, NJ 07731

Website: [www.onsiteschool.com](http://www.onsiteschool.com)

Contact: MARY MURRAY at 732-370-7600

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Mold Prevention: It's In The Water - 2009	Property	51526	4	Property/Casualty	4

0538 **ACCREDITED HOMESTUDY INSTITUTE INC.**

REAL ESTATE INS SERVICES  
10115 W. GRAND AVE  
FRANKLIN PARK, IL 60131

Website: [www.ahice.com](http://www.ahice.com)

Contact: DAWN ESPOSITO at 847-455-5311

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	401(k) And Ira Programs - 2008	Life	49978	11	Life/Health	11
Self-Study	Ethical Responsibilities - 2010	Ethics	54047	3	Ethics	3
Self-Study	Ethical Standards - 2010	Ethics	54046	3	Ethics	3
Self-Study	Ethics - The Guide To Success - 2010	Ethics	54048	3	Ethics	3
Self-Study	Insurance Principles - 2008	Life, Accident & Health and Property & Casualty	49979	11	Either	11
Self-Study	Life & Health Solutions - 2008	Life and Accident & Health	49971	11	Life/Health	11
Self-Study	Life And Health Principles - 2008	Life and Accident & Health	49980	11	Life/Health	11
Self-Study	Life Insurance Priniples 203 - 2009	Life	53040	11	Life/Health	11
Self-Study	Medicare, Cobra, Disability Plans - 2008	Accident & Health	49977	11	Life/Health	11
Self-Study	Planning Life And Health Needs 203 - 2009	Life and Accident & Health	53041	11	Life/Health	11
Self-Study	Principles Of Buy Sell Programs - 2008	Life	49976	11	Life/Health	11
Self-Study	Property And Casualty Insurance - 2008	Property & Casualty	49974	11	Property/Casualty	11
Self-Study	Property And Liability Insurance - 2008	Property & Casualty	49975	11	Property/Casualty	11
Self-Study	Understanding Home And Auto Insurance - 2008	Property & Casualty	49973	11	Property/Casualty	11
Self-Study	Understanding Personal Property Insurance - 2008	Property & Casualty	49970	11	Property/Casualty	11
Self-Study	Understanding Property, Liability And Motor Vehicle - 2008	Property & Casualty	49982	11	Property/Casualty	11
Self-Study	Understanding Umbrella Insurance - 2008	Property & Casualty	49972	11	Property/Casualty	11

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Understanding Watercraft And Umbrella Insurance - 2008	Property & Casualty	49981	11	Property/Casualty	11

**0585 AFFORDABLE-FIRSTCHOICE-SUCCESS-CLIENTELL CE**

2 CORPORATE PLAZA STE 100  
NEWPORT BEACH, CA 92660

Website: [www.successce.com](http://www.successce.com)

Contact: SHEILA SISEMORE at 949-706-9459 ext 118

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	8-hour Long Term Care - 2009	Long Term Care	53593	8	Life/Health	8
Self-Study	Annuity & Life Principles - 2008	Life	50689	8	Life/Health	8
Self-Study	Basics Of Property And Casualty Insurance For Dwellings - 2008	Property & Casualty	50688	7	Property/Casualty	7
Self-Study	Buy Sell & Annuity Principles - 2008	Life and Accident & Health	50687	7	Life/Health	7
Self-Study	Code Of Ethics & Professional Responsibility - 2009	Ethics	51908	4	Ethics	4
Self-Study	Ethics In The Insurance Marketplace - 2008	Ethics	50411	3	Ethics	3
Self-Study	Flood Insurance Program	Flood	49769	6	Property/Casualty	6
Self-Study	Health & Life Concepts - 2008	Life and Accident & Health	50685	11	Life/Health	11
Self-Study	Homeowners & Automobile Insurance - 2008	Property & Casualty	50684	9	Property/Casualty	9
Self-Study	Indexed Annuities	Life	49341	4	Life/Health	4
Self-Study	Individual & Federal Health Insurance Programs	Accident & Health	49664	21	Life/Health	21
Self-Study	Life Settlements	Life and Accident & Health	49524	1	Life/Health	1
Self-Study	Medicare, Ltc & Disability Insurance - 2008	Accident & Health	50686	9	Life/Health	9
Self-Study	Michigan Partnership Long Term Care Follow-up Training	Long Term Care	53533	4	Life/Health	4
Self-Study	Personal Lines Total Coverage	Property & Casualty and Ethics	49217	24	Ethics	3
		Property & Casualty and Ethics			Property/Casualty	21

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NEWPORT BEACH, CA 92660

Website: [www.successce.com](http://www.successce.com)

Contact: SHEILA SISEMORE at 949-706-9459 ext 118

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Preferred Practices - 2009	Life and Accident & Health	51339	22	Life/Health	22
Self-Study	Retirement Income Distribution Planning- 2008	Life and Accident & Health	49506	20	Life/Health	20
Self-Study	Suitability Issues You Can't Ignore - 2009	Life and Accident & Health	51340	20	Life/Health	20
Self-Study	Umbrella & Watercraft Insurance - 2008	Property & Casualty	50683	6	Property/Casualty	6
Self-Study	Variable, Indexed, Fixed Annuities, Living Benefits And 2821	Life and Ethics	50150	16	Life/Health	13
		Life and Ethics			Ethics	3

**0872 AGENCY INSURANCE (AIFS CORP)**

4550 CASCADE RD. SE  
STE. 205A  
GRAND RAPIDS, MI 49546

Website: [www.aifscorp.com](http://www.aifscorp.com)

Contact: PETER JAMES at 616-988-4470

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Agent's E&o - Items To Know	Life, Accident & Health and Property & Casualty	52699	1	Either	1
Classroom	Ethics & E&o In Today's Agency	Life, Accident & Health, Prop & Casualty & Ethics	53196	3	Either	2
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	1

**0437 AIRCRAFT BUILDERS COUNCIL, INC.**

4248 PARK GLEN RD  
MINNEAPOLIS, MN 55416

Website: [www.aircraftbuilders.com](http://www.aircraftbuilders.com)

Contact: Sara JENSEN at 952-928-4662

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2008 Abc Conference	Property & Casualty	50270	6	Property/Casualty	6

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#### 0485 AKZO NOBEL COATINGS

5555 SPALDING DRIVE  
NORCROSS, GA 30092

Website: None Provided

Contact: MIKE SILLAY at 770-242-5083

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Ethical Considerations Of Claims Practices - 2009	Ethics	51201	2	Ethics	2
Classroom	Ethical Considerations Of Collision Claims - 2009	Ethics	51202	2	Ethics	2
Classroom	Ethical Considerations Of Fair Sales Practices - 2009	Ethics	51203	2	Ethics	2
Classroom	Improving Insured's Satisfaction - 2009	Property & Casualty	51500	2	Property/Casualty	2
Classroom	Providing Accident Prevention Advice - 2008	Property & Casualty	50490	2	Property/Casualty	2
Classroom	Understanding Advanced Vehicle Safety Systems - 2009	Property & Casualty	51795	2	Property/Casualty	2
Classroom	Understanding Body & Frame Repair - 2009	Property & Casualty	51797	2	Property/Casualty	2
Classroom	Understanding Collision Claims & Estimates - 2008	Property & Casualty	50489	2	Property/Casualty	2
Classroom	Understanding Collision Refinish - 2009	Property & Casualty	51796	2	Property/Casualty	2
Classroom	Understanding Paintless Dent Removal - 2008	Property & Casualty	50491	2	Property/Casualty	2
Classroom	Understanding Pre-insurance Inspection (2009)	Property & Casualty	51499	2	Property/Casualty	2
Classroom	Understanding Theft Issues - 2009	Property & Casualty	51501	2	Property/Casualty	2

#### 0063 AMERICAN COLLEGE (THE)

270 S BRYN MAWR AVE  
BRYN MAWR, PA 19010-2196

Website: [www.amercoll.edu](http://www.amercoll.edu)

Contact: ANTOINETTE CRISTALDI at 610-526-1357

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	08-110 Annuity Suitability	Life	50125	2	Life/Health	2
Classroom	08-111 The Needs And Uses Of Di	Accident & Health	50306	2	Life/Health	2
Classroom	08-112 When Disability Strikes	Accident & Health	50448	2	Life/Health	2
Classroom	08-117 Game Changer Business Continuation And Liquidation	Life	50808	1	Life/Health	1
Classroom	08-118 Game Changer Funding Buy-sell Agreements	Life	51060	1	Life/Health	1
Classroom	08-120 Gamechanger Planning For Retirement Needs	Life	51409	1	Life/Health	1

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Website: [www.amercoll.edu](http://www.amercoll.edu)

Contact: ANTOINETTE CHRISTALDI at 610-526-1357

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	09-121 Game Changer Long Term Care Planning	Long Term Care	51569	1	Life/Health	1
Classroom	09-123 Gamechanger Life Insurance Planning	Life	51826	1	Life/Health	1
Classroom	09-124 Sma 2009 What A Difference A Year Makes	Life	51921	3	Life/Health	3
Classroom	09-125 Gamechanger Executive Benefits	Life	51994	1	Life/Health	1
Classroom	09-129 New Dynamics In Medicare, Medicaid, And Tlc	Life	52743	2	Life/Health	2
Classroom	09-130 The Magic Of Life Insurance And Taxes	Life	52786	1	Life/Health	1
Classroom	09-131 Esops And Msops In Business Succession	Life	52923	1	Life/Health	1
Classroom	09-132 Financial Planning: What Would You Do?	Life	52924	2	Life/Health	2
Classroom	09-133 What The New Tax Changes Mean	Life	52925	1	Life/Health	1
Classroom	09-135 Boomer Retirement: Easing Fears	Life	52796	1	Life/Health	1
Classroom	09-140 Game Changer Cash Value Insurance	Life	53085	1	Life/Health	1
Self-Study	Ce 100 Issues In The Ethics Of Financial Services	Ethics	52068	3	Ethics	3
Classroom	Ce 102 Retirement Planning Considerations For Women	Life	53368	2	Life/Health	2
Classroom	Ce 103 Savings For Retirement	Life	53466	2	Life/Health	2
Classroom	Ce 105 Retirement Income	Life	53464	2	Life/Health	2
Classroom	Ce 106 Scenario Planning Continuing Education Project	Life	53367	2	Life/Health	2
Classroom	Ce 107cl Issues In The Ethics Of Financial Services	Ethics	53511	3	Ethics	3
Classroom	Ce104 Distribution Planning For Retirement	Life	53465	2	Life/Health	2
Self-Study	Fa 201 Techniques For Exploring Personal Markets - 2008	Life	50953	21	Life/Health	21
Self-Study	Fa 202 Techniques For Meeting Client Needs	Life	49494	24	Life/Health	24
Self-Study	Fa 204 Marketing Financial Services To Women	Life and Ethics	53463	22	Life/Health	21

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Fa 204 Marketing Financial Services To Women	Life and Ethics	53463	22	Ethics	1
Self-Study	Fa 211 Essentials Of Disability Income Insurance - 2009	Accident & Health	53099	30	Life/Health	30
Self-Study	Fa 222 Essentials Of Multiline Skills (includes 2 Ltc Credits)	Life, Accident & Health, Prop & Casualty & Ethics	51995	24	Either	23
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	1
Self-Study	Fa 255 Essentials Of Long Term Care Insurance - 2009	Long Term Care	53101	30	Life/Health	30
Self-Study	Fa 256 Essentials Of Annuities - 2008	Life and Accident & Health	49495	24	Life/Health	24
Self-Study	Fa 257 Essentials Of Life Insurance Products - 2008	Life	50954	21	Life/Health	21
Self-Study	Fa 261 Foundations Of Retirement Planning- 2008	Life and Accident & Health	49657	24	Life/Health	24
Self-Study	Fa 262 Foundations Of Financial Planning: An Overview - 2008	Life	50955	21	Life/Health	21
Self-Study	Fa 263 Foundations Of Financial Planning: The Process - 2009	Life	51064	21	Life/Health	21
Self-Study	Fa 264 Foundations Of Investment Planning	Life and Ethics	49476	24	Life/Health	21
		Life and Ethics			Ethics	3
Self-Study	Fa 271 Foundations Of Estate Planning - 2008	Life	50832	21	Life/Health	21
Self-Study	Fa 290 Ethics For The Financial Services Professional - 2009	Ethics	51372	13	Ethics	13
Self-Study	Fa Essentials Of Business Insurance - 2009	Life	53098	30	Life/Health	30
Self-Study	Gs 803 Financial Statement Analysis	Life	49838	21	Life/Health	21
Self-Study	Gs 810 Financial Institutions - 2009	Life	51984	21	Life/Health	21
Self-Study	Gs 811 Security, Analysis And Portfolio Management - 2009	Life	51983	21	Life/Health	21
Self-Study	Gs 812 Business Valuation - 2009	Life	51380	21	Life/Health	21
Self-Study	Gs 814 Qualified Retirement Plans	Life	49490	24	Life/Health	24
Self-Study	Gs 815 Advanced Estate Planning I - 2008	Life	50473	21	Life/Health	21

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Contact: ANTOINETTE CHRISTALDI at 610-526-1357

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Gs 816 Advanced Estate Planning li - 2009	Life	51379	21	Life/Health	21
Self-Study	Gs 817 Personal Tax Planning - 2009	Life	51985	21	Life/Health	21
Self-Study	Gs 836 Business Succession Planning I	Life and Accident & Health	49491	24	Life/Health	24
Classroom	Gs 838 Bus Succession Plng li -2009	Life	52787	17	Life/Health	17
Self-Study	Gs 839 Charitable Giving - 2009	Life	51518	21	Life/Health	21
Self-Study	Gs 842 Executive Compensation - 2008	Life	50474	21	Life/Health	21
Self-Study	Gs 849 Charitable Giving Applications - 2009	Life	51982	21	Life/Health	21
Self-Study	Gs 859 Gift Planning In A Nonprofit Context (revised)	Life and Ethics	54038	24	Ethics	3
		Life and Ethics			Life/Health	21
Self-Study	Hs 300 Financial Planning: Process And Environment - 2009	Life and Ethics	51065	24	Ethics	3
		Life and Ethics			Life/Health	21
Self-Study	Hs 311 Fundamentals Of Insurance Planning - 2009	Life	51062	21	Life/Health	21
Self-Study	Hs 313 Individual Health Insurance - 2009	Accident & Health	51378	21	Life/Health	21
Self-Study	Hs 321 Income Taxation - 2009	Life	51381	21	Life/Health	21
Self-Study	Hs 322 The Financial System In The Economy - 2009	Life	51373	21	Life/Health	21
Self-Study	Hs 323 Individual Life Insurance - 2009	Life	51375	21	Life/Health	21
Self-Study	Hs 324 Life Insurance Law - 2009	Life and Ethics	51385	24	Ethics	3
		Life and Ethics			Life/Health	21
Self-Study	Hs 325 Group Benefits - 2009	Life	51376	21	Life/Health	21
Self-Study	Hs 326 Planning For Retirement Needs - 2009	Life	51383	21	Life/Health	21
Self-Study	Hs 328 Investments - 2009	Life and Ethics	51370	23	Life/Health	21
		Life and Ethics			Ethics	2
Self-Study	Hs 330 Fundamentals Of Estate Planning - 2009	Life and Ethics	51369	24	Life/Health	21
		Life and Ethics			Ethics	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0063 **AMERICAN COLLEGE (THE)**  
270 S BRYN MAWR AVE  
BRYN MAWR, PA 19010-2196

Website: [www.amercoll.edu](http://www.amercoll.edu)

Contact: ANTOINETTE CHRISTALDI at 610-526-1357

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Hs 331 Planning For Business Owners And Professionals - 2009	Life	51371	21	Life/Health	21
Self-Study	Hs 332 Financial Planning Applications - 2009	Life	51386	21	Life/Health	21
Self-Study	Hs 334 Estate Planning Applications - 2009	Life	51384	21	Life/Health	21
Self-Study	Hs 340 Advanced Topics In Group Benefits - 2008	Life and Accident & Health	49492	24	Life/Health	24
Self-Study	Hs 342 Executive Compensation - 2009	Life	51374	21	Life/Health	21
Self-Study	Hs 344 Advanced Topics In Managed Care - 2009	Accident & Health	51382	21	Life/Health	21
Self-Study	Hs 350 Understanding The Older Client - 2008	Life and Accident & Health	49493	24	Life/Health	24
Self-Study	Hs 351 Health & Long-term Care Financing For Seniors - 2009	Accident & Health	51368	21	Life/Health	21
Self-Study	Hs 352 Financial Decisions For Retirement - 2009	Life	51377	21	Life/Health	21

0173 **AMERICAN EDUCATION SYSTEMS LC**  
7711 AUBURN  
UTICA, MI 48317

Website: [www.amedsys.com](http://www.amedsys.com)

Contact: JAMES T. CRESSWELL at 586-726-6339

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Advanced Commercial Auto Insurance - 2008	Property & Casualty	49927	4	Property/Casualty	4
Self-Study	Advanced Commercial Property Insurance - 2008	Property & Casualty	49928	4	Property/Casualty	4
Self-Study	Core Concepts Lh Revised - 2009	Life and Accident & Health	52941	21	Life/Health	21
Self-Study	Core Concepts Pc Revised - 2009	Property & Casualty	52942	19	Property/Casualty	19
Self-Study	Ethics And Regs For The Mi P/c Producer - 2009	Ethics	51976	3	Ethics	3
Self-Study	Ethics And Regs For The Mi Producer - 2010	Ethics	54039	3	Ethics	3
Self-Study	Facts & Requirements For Selling Ltc (8-hr) 2008	Long Term Care	50715	8	Life/Health	8
Self-Study	Flood Insurance - 2009	Flood	52940	3	Property/Casualty	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0173 AMERICAN EDUCATION SYSTEMS LC**

7711 AUBURN  
UTICA, MI 48317

Website: [www.amedsys.com](http://www.amedsys.com)

Contact: JAMES T. CRESSWELL at 586-726-6339

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Hipaa Standards 2nd Ed Rev (2008)	Accident & Health	50435	3	Life/Health	3
Self-Study	Life And Health Insurance 2008	Life and Accident & Health	50437	18	Life/Health	18
Self-Study	Michigan Auto Essentials Rev (2008)	Property & Casualty	50439	6	Property/Casualty	6
Self-Study	Principles Of Life-health - 2nd Ed Rev (2008)	Life and Accident & Health	50436	12	Life/Health	12
Self-Study	Principles Of P-c, Special Ren (2008)	Property & Casualty	50440	10	Property/Casualty	10
Self-Study	Principles Of Property/casualty 2nd Rev (2008)	Property & Casualty	50438	18	Property/Casualty	18

**0530 AMERICAN FINANCIAL MARKETING LLC**

400 HIGHWAY 169 SOUTH  
STE 200  
ST. LOUIS PARK, MN 55426

Website: None Provided

Contact: BRIAN BIWER at 763-593-0905

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Advanced Income Planning Strategies For Financial Professionals	Life	51217	2	Life/Health	2

**0061 AMERICAN INSTITUTE FOR CPCU/INSURANCE INSTITUTE OF AMERICA (AICPCU)**

720 PROVIDENCE RD STE 100  
MALVERN, PA 19355

Website: [www.aicpcu.org](http://www.aicpcu.org)

Contact: CHRISTINE O QUAY at 610-644-2100 ext 7667

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Aai 81 - Foundations Of Ins. Production: Principles Of Insurance (2009)	Property & Casualty	52616	24	Property/Casualty	24
Self-Study	Aai 82 - Multiple Lines Insurance Production	Property & Casualty	52625	24	Property/Casualty	24
Self-Study	Aai 83 - Principles Of Agency Management (2009)	Life, Accident & Health and Property & Casualty	52624	24	Either	24
Self-Study	Aic 33 - Claim Handling Principles And Practices	Property & Casualty	52617	19	Property/Casualty	19

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0061 **AMERICAN INSTITUTE FOR CPCU/INSURANCE INSTITUTE OF AMERICA (AICPCU)**

720 PROVIDENCE RD STE 100  
MALVERN, PA 19355

Website: [www.aicpcu.org](http://www.aicpcu.org)

Contact: CHRISTINE O QUAY at 610-644-2100 ext 7667

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Aic 34 - Workers Compensation & Managing Bodily Injury Claims (2009)	Property & Casualty	52628	24	Property/Casualty	24
Self-Study	Aic 35 - Property Loss Adjusting (2009)	Property & Casualty	52627	24	Property/Casualty	24
Self-Study	Aic 36 - Liability Claim Practices	Property & Casualty	52626	24	Property/Casualty	24
Self-Study	Api 28 - Personal Insurance Underwriting And Marketing Practices - 2009	Property & Casualty	53531	24	Property/Casualty	24
Self-Study	Api 29 - Personal Insurance Portfolio Management And Issues - 2009	Property & Casualty	53530	24	Property/Casualty	24
Self-Study	Cpcu 510 - Foundations Of Risk Managment, Ins. & Professionalism (2009)	Property & Casualty and Ethics	52623	24	Ethics	3
		Property & Casualty and Ethics			Property/Casualty	21
Self-Study	Cpcu 520 - Ins Operations, Regulations, & Statutory Accounting (2009)	Property & Casualty	52622	24	Property/Casualty	24
Self-Study	Cpcu 530 - The Legal Environment Of Insurance (2009)	Property & Casualty	52615	24	Property/Casualty	24
Self-Study	Cpcu 540 - Finance For Insurance And Risk Management Professionals 2009	Property & Casualty	52621	24	Property/Casualty	24
Self-Study	Cpcu 551 - Commercial Property Risk Management And Insurance (2009)	Property & Casualty	52620	24	Property/Casualty	24
Self-Study	Cpcu 552 - Commercial Liability Risk Management & Insurance (2009)	Property & Casualty	52619	24	Property/Casualty	24
Self-Study	Cpcu 553 - Survey Of Personal Risk Management, Ins. & Fin. Planning 2009	Life, Accident & Health and Property & Casualty	52618	24	Either	24
Self-Study	Cpcu 555 - Personal Risk Management & Property-liability Ins (2009)	Property & Casualty	52611	24	Property/Casualty	24
Self-Study	Cpcu 556 - Personal Financial Planning (2009)	Life and Accident & Health	52612	24	Life/Health	24
Self-Study	Cpcu 557 - Survey Of Commercial Risk Management & Insurance (2009)	Property & Casualty	52613	24	Property/Casualty	24
Self-Study	Cpcu 560 - Financial Services Institutions (2009)	Life	52614	24	Life/Health	24
Self-Study	Ethical Guidelines For Insurance Professionals	Ethics	53962	3	Ethics	3
Self-Study	Ins 21 - Property And Liability Insurance Principles (2009)	Property & Casualty	52608	24	Property/Casualty	24

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0061 AMERICAN INSTITUTE FOR CPCU/INSURANCE INSTITUTE OF AMERICA (AICPCU)**

720 PROVIDENCE RD STE 100  
MALVERN, PA 19355

Website: [www.aicpcu.org](http://www.aicpcu.org)

Contact: CHRISTINE O QUAY at 610-644-2100 ext 7667

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ins 23 - Commercial Insurance (2009)	Property & Casualty	52610	24	Property/Casualty	24
Self-Study	Ins22 - Personal Insurance (2009)	Life, Accident & Health and Property & Casualty	52609	24	Either	24

**0394 AMERICAN INSURANCE MARKETING AND SALES SOCIETY (AIMS)**

P.O. BOX 35718  
RICHMOND, VA 23235

Website: None Provided

Contact: DONNA GRAY at 804-674-6466

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	How To Turn Your Technical Knowledge Into \$\$\$	Property & Casualty	51815	3	Property/Casualty	3
Classroom	Implement For Success (cpia 2) - 2009	Property & Casualty	51346	7	Property/Casualty	7
Classroom	Position For Success (cpia 1) 2009	Property & Casualty and Ethics	51345	7	Property/Casualty	5
		Property & Casualty and Ethics			Ethics	2
Classroom	Sustain Success (cpia 3) - 2009	Property & Casualty	51347	7	Property/Casualty	7

**0081 AMERICAN UNITED LIFE INSURANCE CO.**

C/O THE NATIONAL UNDERWRITER  
5081 OLYMPIC BLVD  
ERLANGER, KY 41018

Website: None Provided

Contact: MARK LAAKE at 859-692-2263

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Bright Solutions For Rainy Days	Life	53535	2	Life/Health	2
Classroom	Nec 726 - 403(b) And Church Plans 2009	Life	53297	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0756 AMERICA'S HEALTH INSURANCE PLANS

c/o InsuranceStudy  
1400 LAKE COOK ROAD SUITE 150  
BUFFALO GROVE, IL 60089

Website: None Provided

Contact: Ed Zurek at 866-339-3900

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Long Term Care Professional Book 1; Understanding Needs And Options	Long Term Care	49435	15	Life/Health	15

#### 0110 ANBC, INC.

1333 EL CAMINO DRIVE  
P.O. BOX 937  
PEKIN, IL 61554

Website: None Provided

Contact: PAUL J CROSS at 309-346-4890

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Annuity Lifetime Benefit Income Riders	Life	50616	3	Life/Health	3

#### 0565 ARMTECH INSURANCE SERVICES INC.

7101 82ND ST  
LUBBOCK, TX 79424

Website: www.armt.com

Contact: AMY GARNER at 800-335-0120

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2010 Spring Agent Update	Property & Casualty	53348	6	Property/Casualty	6

#### 0743 ASSIST AMERICA, INC.

202 CARNEGIE CENTER  
SUITE 302A  
PRINCETON, NJ 08540

Website: None Provided

Contact: HELEN A. CASTRO at 415-897-1848

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Global Emergency Medical Plans - 2009	Life and Accident & Health	53074	3	Life/Health	3
Classroom	Global Emergency Medical Plans (1 Hour) - 2008	Life and Accident & Health	50487	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0217 ASSOCIATION MANAGEMENT OF MICHIGAN**

6534 CLAY AVENUE S.W.  
GRAND RAPIDS, MI 49548

Website: None Provided

Contact: JANE OWEN at 616-698-7787

<b>Instruction Method</b>	<b>Course Name</b>	<b>Type</b>	<b>Course ID</b>	<b>Total Hours</b>	<b>Credit Type</b>	<b>Hours</b>
Classroom	Income For Today's Retirees	Life	53502	2	Life/Health	2
Classroom	True Confessions Of An Exit Strategy Advisor	Life	51491	2	Life/Health	2

**0327 ASSOCIATION OF PROFESSIONAL INSURANCE AGENTS**

385 SUMMIT DR  
WATERFORD, MI 48328

Website: [www.mipia.com](http://www.mipia.com)

Contact: LYNN SZEFI at 616-454-4461

<b>Instruction Method</b>	<b>Course Name</b>	<b>Type</b>	<b>Course ID</b>	<b>Total Hours</b>	<b>Credit Type</b>	<b>Hours</b>
Classroom	Agents E&o- Items To Know	Ethics	49988	1	Ethics	1
Classroom	Ethics And E&o In Today's Agency	Life, Accident & Health, Prop & Casualty & Ethics	50222	3	Either	2
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	1
Classroom	Everything You Wanted To Know About E&o But Were Afraid To Ask	Accident & Health and Property & Casualty & Ethics	50504	3	Ethics	1
		Accident & Health and Property & Casualty & Ethics			Either	2
Classroom	Keys To E&o Loss Control	Life, Accident & Health and Property & Casualty	50223	3	Either	3
Classroom	Write It Right - 2010	Life, Accident & Health and Property & Casualty	53742	3	Either	3

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0040 AUTO OWNERS INSURANCE COMPANY

6101 ANACAPRI BLVD  
LANSING, MI 48917

Website: None Provided

Contact: AMI RICHARDSON at 517-323-1228

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Life, Annuity, Disability & Ltc - 2009	Life and Accident & Health	52932	5	Life/Health	5
Classroom	Traditional Ira Seminar - 2008	Life	50625	2	Life/Health	2

#### 0410 BLUE CROSS BLUE SHIELD OF MICHIGAN

53200 GRAND RIVER - L813  
NEW HUDSON, MI 48165

Website: None Provided

Contact: MICHELE GLADANY at 248-486-2221

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Aging & Healthcare - 2009	Accident & Health	51191	3	Life/Health	3
Classroom	American Labor And Healthcare - 2009	Accident & Health	52451	3	Life/Health	3
Classroom	Basics Of Long Term Care - 2009	Long Term Care	51192	4	Life/Health	4
Classroom	Blue Care Network - 2009	Accident & Health	51388	3	Life/Health	3
Classroom	Care Management - 2009	Accident & Health	51220	3	Life/Health	3
Classroom	Cobra - 2009 (revised)	Accident & Health	51872	3	Life/Health	3
Classroom	Consumer Directed Heathcare - 2009	Accident & Health	53219	3	Life/Health	3
Classroom	Dental/vision/medical Connection - 2009	Accident & Health	51239	3	Life/Health	3
Classroom	Ethics - 2009	Ethics	51403	3	Ethics	3
Classroom	Health Care Fraud And Abuse - 2009	Accident & Health	51429	2	Life/Health	2
Classroom	Health Care Rating & Finance - 2009	Accident & Health	51784	3	Life/Health	3
Classroom	Medicare, Supplemental, Medicare Secondary Payer Laws - 2009	Accident & Health	51404	3	Life/Health	3
Classroom	Preferred Provider Organization - 2010	Accident & Health	53714	3	Life/Health	3
Classroom	Prescription Benefit Management - 2009	Accident & Health	51783	3	Life/Health	3

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0845 **BOLDEN'S MANUFACTURING, INC. DBA HYDRO LAB**  
 20935 STATE RD 19  
 CICERO, IN 46034

Website: None Provided

Contact: TRICIA KAISER at 888-776-6708

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Water Damage Mitigation: Training For Professionals	Property	50349	4	Property/Casualty	4

0426 **BROKER EDUCATIONAL SALES AND TRAINING**  
 7137 CONGRESS ST  
 NEW PORT RICHEY, FL 34653

Website: [www.brokered.net](http://www.brokered.net)

Contact: LISA FALLON at 800-345-5669

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	529 Best Practices Outline Advisor Presentation - 2008	Life	50826	3	Life/Health	3
Self-Study	Annuity Contract Structure, Tax Laws And Suitability - 2009	Life and Ethics	53378	10	Ethics	3
		Life and Ethics			Life/Health	7
Self-Study	Are You A Stock Or A Bond?	Life	49940	12	Life/Health	12
Self-Study	Code Of Ethics And Professional Responsibility	Ethics	49803	3	Ethics	3
Classroom	College Planning	Life	49523	2	Life/Health	2
Self-Study	Cracking The Code	Life	52905	11	Life/Health	11
Classroom	Creating Retirement Income - 2009	Life	51609	1	Life/Health	1
Classroom	Distribution Planning - 2009	Life	52070	1	Life/Health	1
Self-Study	Ethics For The Insurance Producer (2009)	Ethics	51426	3	Ethics	3
Self-Study	Ethics In The Insurance Industry	Ethics	52492	4	Ethics	4
Self-Study	Financial Advisors Guide To Iras - 2010	Life	53949	18	Life/Health	18
Self-Study	Go Roth!	Life	52948	11	Life/Health	11
Self-Study	Guide To Annuities & Ethical Marketing Practices - 2009	Life and Ethics	52076	15	Life/Health	12
		Life and Ethics			Ethics	3
Classroom	Individual Retirement Accounts And Distribution Planning - 2008	Life	50681	3	Life/Health	3
Self-Study	Individual Retirement Arrangements	Life	54095	14	Life/Health	14
Classroom	Insuring Retirement Income: A New Way To Look At Annuitization - 2008	Life	50680	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

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0426 **BROKER EDUCATIONAL SALES AND TRAINING**

7137 CONGRESS ST  
NEW PORT RICHEY, FL 34653

Website: [www.brokered.net](http://www.brokered.net)

Contact: LISA FALLON at 800-345-5669

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Iras And Distribution Planning From Iras	Life	50762	2	Life/Health	2
Self-Study	Life And Death Planning For Retirement Benefits 6th Ed - 2009	Life	51612	24	Life/Health	24
Self-Study	Live Long Live Rich Creating Your Retirement Check	Life	49691	9	Life/Health	9
Self-Study	Long Term Care Insurance Training Course - 2009	Long Term Care	51610	8	Life/Health	8
Self-Study	Parlay Your Ira Into A Family Fortune - 2009	Life	51611	14	Life/Health	14
Classroom	Qualified Retirement Plans - 2008	Life	50679	3	Life/Health	3
Self-Study	Retirement Income Redesigned - 2009	Life	52075	20	Life/Health	20
Classroom	Retirement Planning Using Annuities Part Ii - 2008	Life	50280	2	Life/Health	2
Self-Study	Retirement Resource Guide	Life	50569	16	Life/Health	16
Classroom	Roth 401(k)	Life	50281	1	Life/Health	1
Classroom	Structuring The Annuity Contract, Tax Laws And Suitability - 2008	Life	50677	3	Life/Health	3
Classroom	Suitability Of Annuities - 2008	Life	50824	1	Life/Health	1
Self-Study	The Best Way To Save For College - 2009	Life	52704	11	Life/Health	11
Self-Study	The Financial Advisors Guide To Annuities And Suitability Practices	Life and Ethics	51359	12	Ethics	3
		Life and Ethics			Life/Health	9
Self-Study	The Retirement Savings Time Bomb - 2010	Life	54255	19	Life/Health	19
Classroom	Traditional Iras - 2009	Life	51607	1	Life/Health	1
Self-Study	Understanding Annuity Contract Structure, Tax Law, Ethical Mktg Pract.	Life and Ethics	51422	12	Ethics	3
		Life and Ethics			Life/Health	9
Self-Study	Understanding Generation-skipping Trusts - 2008	Life	50827	6	Life/Health	6
Classroom	Understanding Living Benefits In Variable Annuities - 2008	Life	50676	1	Life/Health	1
Classroom	Understanding The Rollover Market: The Rollover Machine - 2008	Life	50674	1	Life/Health	1
Self-Study	Unveiling The Retirement Myth	Life	53801	19	Life/Health	19

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0426 **BROKER EDUCATIONAL SALES AND TRAINING**

7137 CONGRESS ST  
NEW PORT RICHEY, FL 34653

Website: [www.brokered.net](http://www.brokered.net)

Contact: LISA FALLON at 800-345-5669

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Your Complete Retirement Planning Road Map - 2009	Life	52705	12	Life/Health	12

#### 0832 **BROKERS' CHOICE OF AMERICA**

10350 E. EASTER AVE  
CENTENNIAL, CO 80112

Website: None Provided

Contact: LUCY ZUGSCHWERT at 303-991-0729

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Ira University - 2010	Life	54207	7	Life/Health	7

#### 0577 **BUTZEL LONG**

150 W. Jefferson Ave.  
Ste 100  
Detroit, MI 48226

Website: [www.butzel.com](http://www.butzel.com)

Contact: Sean Cook at 248-258-4473

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Taxation & Succession Planning Institute	Life	51527	2	Life/Health	2

#### 0393 **C.E.I.S.**

12360 US HWY 19  
HUDSON, FL 34667

Website: [www.ceisbooks.com](http://www.ceisbooks.com)

Contact: EDWARD J HULSE at 727-869-0140

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Annuities - 2009	Life	52289	10	Life/Health	10
Self-Study	Business Life Insurance - 2009	Life	52290	8	Life/Health	8
Self-Study	Commercial & Professional Liability - 2009	Property & Casualty	52298	8	Property/Casualty	8
Self-Study	Commercial Business Insurance - 2009	Property & Casualty	52295	6	Property/Casualty	6
Self-Study	Disability Insurance - 2009	Accident & Health	52300	12	Life/Health	12
Self-Study	Disability Insurance Coverage - 2009	Accident & Health	51394	18	Life/Health	18

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0393 C.E.I.S.**

12360 US HWY 19  
HUDSON, FL 34667

Website: [www.ceisbooks.com](http://www.ceisbooks.com)

Contact: EDWARD J HULSE at 727-869-0140

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Estate Planning - 2009	Life	52299	16	Life/Health	16
Self-Study	Ethics - 2009	Ethics	53144	5	Ethics	5
Self-Study	Ethics In Insurance - 2009	Ethics	53145	11	Ethics	11
Self-Study	Financial Planning - 2009	Life	51395	18	Life/Health	18
Self-Study	Health Insurance - 2009	Accident & Health	52292	10	Life/Health	10
Self-Study	Health Insurance After Hipaa - 2010	Accident & Health	53727	12	Life/Health	12
Self-Study	Homeowner Insurance Coverage - 2009	Property	51396	20	Property/Casualty	20
Self-Study	Homeowners Insurance Policy - 2009	Property	52291	15	Property/Casualty	15
Self-Study	Indexed Insurance Products - 2010	Life	53728	12	Life/Health	12
Self-Study	Inland Marine Coverage - 2009	Property & Casualty	52294	15	Property/Casualty	15
Self-Study	Insurance & Employee Benefits - 2009	Life	52466	12	Life/Health	12
Self-Study	Long Term Care Insurance - 2009	Long Term Care	52296	15	Life/Health	15
Self-Study	Long Term Care Insurance Partnership Plan - 2010	Long Term Care	53969	8	Life/Health	8
Self-Study	Modern Life Insurance - 2010	Life	53729	9	Life/Health	9
Self-Study	National Flood Insurance Program - 2009	Flood	52467	12	Property/Casualty	12
Self-Study	Personal Auto Coverage - 2009	Property & Casualty	52297	10	Property/Casualty	10
Self-Study	Personal Auto Insurance Policy - 2009	Property & Casualty	52293	11	Property/Casualty	11
Self-Study	The Life Insurance Course - 2009	Life	51397	18	Life/Health	18

**0607 CAPE SCHOOL, INC.**

PO BOX 169  
BUCKINGHAM, VA 23921

Website: [www.capeschool.com](http://www.capeschool.com)

Contact: WALTON G MOSELEY at 434-969-3000

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Automobile Insurance Coverage	Property & Casualty and Personal Lines	49673	8	Property/Casualty	8
Self-Study	Disability Income Insurance	Accident & Health	49678	8	Life/Health	8
Self-Study	Ethics For The Field Of Insurance - 2009	Ethics	52599	4	Ethics	4
Self-Study	Ethics: A Practical Guide - 2009	Ethics	52606	4	Ethics	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0607 CAPE SCHOOL, INC.

PO BOX 169

BUCKINGHAM, VA 23921

Website: [www.capeschool.com](http://www.capeschool.com)

Contact: WALTON G MOSELEY at 434-969-3000

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Everyday Law For Insurance Agents - 2009	Life, Accident & Health and Property & Casualty	52607	6	Either	6
Self-Study	Flood Insurance Training For Insurance Agents	Flood	49674	4	Property/Casualty	4
Self-Study	General Insurance Digest I	Life, Accident & Health, Prop & Casualty & Ethics	49675	24	Either	21
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Group Insurance Concepts - 2009	Life and Accident & Health	52600	6	Life/Health	6
Self-Study	Identity Theft Insurance - 2009	Life, Accident & Health and Property & Casualty	52603	6	Either	6
Self-Study	Insurance As A Social Instrument - 2009	Life, Accident & Health and Property & Casualty	52605	4	Either	4
Self-Study	Insurance Fraud: Problems And Preventions - 2009	Life, Accident & Health and Property & Casualty	52604	6	Either	6
Self-Study	Life And Health Collection: Focus On Medical Coverage	Life and Accident & Health and Ethics	49676	16	Life/Health	13
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Life And Health Gallery Iv (includes Ltc)	Life and Accident & Health and Ethics	52310	24	Life/Health	21
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Long Term Care: Addressing Senior Needs - 2009	Long Term Care	52602	8	Life/Health	8
Self-Study	Property And Casualty Collection: Focus On Personal Coverage	Property & Casualty and Personal Lines and Ethics	49677	16	Ethics	3
		Property & Casualty and Personal Lines and Ethics			Property/Casualty	13
Self-Study	Property And Casualty Gallery Iv (includes Flood)	Property & Casualty and Ethics	52311	24	Ethics	3
		Property & Casualty and Ethics			Property/Casualty	21

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0607 **CAPE SCHOOL, INC.**

PO BOX 169  
BUCKINGHAM, VA 23921

Website: [www.capeschool.com](http://www.capeschool.com)

Contact: WALTON G MOSELEY at 434-969-3000

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Underwriting:write It Right - 2009	Life, Accident & Health and Property & Casualty	52601	8	Either	8

0557 **CE CREDITS**

5059 NEWPORT AVE, #209  
SAN DIEGO, CA 92107

Website: [www.mi.overnightce.com](http://www.mi.overnightce.com)

Contact: MICHAEL LUSTIG at 800-729-0440

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Agent Ethics And Responsibilities - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53734	12	Either	9
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Annuity Training	Life and Ethics	52808	9	Ethics	1
		Life and Ethics			Life/Health	8
Self-Study	Business Continuation Insurance - 2009	Life	52179	24	Life/Health	24
Self-Study	Concepts Of Disability Income Insurance - 2009	Accident & Health	52178	24	Life/Health	24
Self-Study	Insurance Law In The United States - 2009	Life, Accident & Health, Prop & Casualty & Ethics	53733	12	Either	9
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Law And The Insurance Contract - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53732	12	Either	9
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Legal Concepts Of Insurance - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53731	12	Ethics	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0557 CE CREDITS

5059 NEWPORT AVE, #209  
SAN DIEGO, CA 92107

Website: [www.mi.overnightce.com](http://www.mi.overnightce.com)

Contact: MICHAEL LUSTIG at 800-729-0440

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Legal Concepts Of Insurance - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53731	12	Either	9
Self-Study	Life, Accident & Health Insurance In The Us - 2009	Life and Accident & Health	52177	18	Life/Health	18
Self-Study	Long Term Care Insurance In The United States - 2010	Long Term Care	53735	3	Life/Health	3
Self-Study	Policy Premium Laws In America - 2010	Life, Accident & Health and Property & Casualty	53730	12	Either	12

#### 0815 CERTIFIED RESTORATION DRYCLEANING NETWORK

2060 COOLIDGE HIGHWAY  
BERKLEY, MI 48072

Website: [www.crdn.com](http://www.crdn.com)

Contact: KIMBERLY BINGHAM at 248-246-7858

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Practiced Ethics For The Insurance Professional - 2009	Ethics	52470	1	Ethics	1
Classroom	Textile Restoration Procedures And Economics - 2009	Property & Casualty	52471	2	Property/Casualty	2

#### 0622 CEU.COM

140 FERRY RD  
OLD SAYBROOK, CT 06475

Website: [www.ceu.com](http://www.ceu.com)

Contact: Ryan Lloyd at 800-295-9010

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Adjuster Conduct & Law - 2008	Property & Casualty and Ethics	49687	12	Property/Casualty	8
		Property & Casualty and Ethics			Ethics	4
Self-Study	Annuities - 2009	Life	51760	2	Life/Health	2
Self-Study	Annuities And Retirement Planning - 2008	Life	50964	11	Life/Health	11
Self-Study	Basic Ethics For Insurance Professionals - 2008	Ethics	50965	5	Ethics	5

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0622 **CEU.COM**

140 FERRY RD  
OLD SAYBROOK, CT 06475

Website: [www.ceu.com](http://www.ceu.com)

Contact: Ryan Lloyd at 800-295-9010

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Commercial Property - 2009	Property	51756	3	Property/Casualty	3
Self-Study	Commercial Property From Primary To Secondary Markets	Property	52169	2	Property/Casualty	2
Self-Study	Comprehensive General Liability - 2009	Property & Casualty	53515	7	Property/Casualty	7
Self-Study	Consumer Insurance - 2009	Life and Property	53517	3	Property/Casualty	2
		Life and Property			Life/Health	1
Self-Study	Directors & Officers Liability	Property	50104	4	Property/Casualty	4
Self-Study	Disabling Lost Income - 2009	Accident & Health	51762	3	Life/Health	3
Self-Study	E-coverage Foundations And Issues - 2009	Property	51804	2	Property/Casualty	2
Self-Study	Estate Planning I - 2009	Life	51757	3	Life/Health	3
Self-Study	Estate Planning II - 2009	Life	51761	3	Life/Health	3
Self-Study	Ethics And The Insurance Industry - 2009	Ethics	51035	3	Ethics	3
Self-Study	Ethics And The Senior Market	Life and Ethics	51204	6	Life/Health	3
		Life and Ethics			Ethics	3
Self-Study	Flood Insurance - 2008	Flood	49968	14	Property/Casualty	14
Self-Study	Fraud And The Property & Casualty Industry - 2009	Property & Casualty and Ethics	53268	13	Property/Casualty	8
		Property & Casualty and Ethics			Ethics	5
Self-Study	Fraud In The Life And Health Industry - 2009	Life and Accident & Health and Ethics	53269	13	Ethics	5
		Life and Accident & Health and Ethics			Life/Health	8
Self-Study	Group Life Insurance - 2009	Life	51802	3	Life/Health	3
Self-Study	Group Ltd - Taxation (2009)	Accident & Health	51758	3	Life/Health	3
Self-Study	Group Ltd For Medical Professionals - 2009	Accident & Health	53272	11	Life/Health	11
Self-Study	Health Savings Accounts - 2009	Accident & Health	51800	15	Life/Health	15
Self-Study	Insurance Principles And Policies	Life and Property	52123	7	Either	7
Self-Study	Introduction To Homeowners Insurance - 2009	Property	51755	7	Property/Casualty	7
Self-Study	Introduction To Personal Auto - 2009	Personal Lines	51753	8	Property/Casualty	8
Self-Study	Introduction To Personal Umbrella Insurance - 2009	Personal Lines	51117	6	Property/Casualty	6
Self-Study	Introduction To Risk Management	Property & Casualty	53157	4	Property/Casualty	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

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OLD SAYBROOK, CT 06475

Website: [www.ceu.com](http://www.ceu.com)

Contact: Ryan Lloyd at 800-295-9010

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Life Underwriting - 2009	Life	51805	2	Life/Health	2
Self-Study	Liquor Liability	Property	51034	2	Property/Casualty	2
Self-Study	Long Term Care Insurance - 2008	Long Term Care	49317	6	Life/Health	6
Self-Study	Long Term Care: Beyond The Basics To Partnership	Life and Accident & Health and Ethics	49779	8	Life/Health	5
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Managed Care And Group Health	Accident & Health	51754	3	Life/Health	3
Self-Study	Management Process For Insurance Professionals - 2009	Life, Accident & Health and Property & Casualty	51803	4	Either	4
Self-Study	Personal Motorcycle, Watercraft And Rv Insurance - 2009	Property & Casualty	53514	8	Property/Casualty	8
Self-Study	Products Liability - 2009	Property & Casualty	53270	2	Property/Casualty	2
Self-Study	Reputational Risk	Property	51554	3	Property/Casualty	3
Self-Study	Reserving For Group Ltd - 2009	Accident & Health	53513	3	Life/Health	3
Self-Study	Sarbanes-oxley Act: Code Of Ethical Conduct - 2009	Ethics	53271	3	Ethics	3
Self-Study	Social Security, Medicare, Medicaid - 2008	Life and Accident & Health	49427	5	Life/Health	5
Self-Study	Surplus Lines In The Insurance Industry	Property & Casualty	53158	3	Property/Casualty	3
Self-Study	Terrorism And Its Impact On Insurance - 2009	Property	51032	4	Property/Casualty	4
Self-Study	The Businessowners Policy - 2009	Property & Casualty	51759	4	Property/Casualty	4
Self-Study	The Emergence Of Alternative Healthcare - 2009	Accident & Health	51038	3	Life/Health	3
Self-Study	The Insurance Policy - 2009	Property	51036	3	Property/Casualty	3
Self-Study	Toxic Mold And Homeowners Insurance - 2009	Property & Casualty	51033	3	Property/Casualty	3
Self-Study	Unauthorized Entities - 2009	Life and Accident & Health	51037	2	Life/Health	2
Self-Study	Understanding Financial Markets - 2009	Life	51752	2	Life/Health	2
Self-Study	Understanding The Industry Of Insurance	Life and Property	51801	5	Property/Casualty	2
		Life and Property			Life/Health	3
Self-Study	Underwriting Ltd Part 1 - Manual Rating 2009	Accident & Health	53516	3	Life/Health	3

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March 22, 2010

## Continuing Education Courses

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0622 **CEU.COM**

140 FERRY RD  
OLD SAYBROOK, CT 06475

Website: [www.ceu.com](http://www.ceu.com)

Contact: Ryan Lloyd at 800-295-9010

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Workers Compensation - 2009	Property & Casualty	51751	3	Property/Casualty	3

0307 **COACH'S CATASTROPHE CLEANING & RESTORATION**

2625 East Michigan Avenue  
Ypsilanti, MI 48198

Website: [www.gocoach.com](http://www.gocoach.com)

Contact: Laurie Hansen at 734-714-2049

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Advanced Contents Restoration - 2008	Property & Casualty	49695	2	Property/Casualty	2
Classroom	Advanced Fire Damage Restoration - 2008	Property & Casualty	49707	3	Property/Casualty	3
Classroom	Advanced Water Damage Restoration - 2008	Property & Casualty	50254	3	Property/Casualty	3
Classroom	Ethical Concerns In Restoration - 2009	Ethics	53570	3	Ethics	3
Classroom	Mold Prevention & Remediation - 2009	Property	51007	3	Property/Casualty	3
Classroom	Reducing Costs Through Restoration (rev. 2009)	Property	51860	3	Property/Casualty	3

0089 **COLLEGE FOR FINANCIAL PLANNING**

8000 E. MAPLEWOOD AVE STE 200  
GREENWOOD VILLAGE, CO 80111

Website: [www.cffp.edu](http://www.cffp.edu)

Contact: DIANE GUISE at 303-220-4830

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Aams - Accredited Asset Management Specialist - 2009	Life and Accident & Health and Ethics	53217	45	Life/Health	42
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Awma - Accredited Wealth Management Advisor - 2009	Life and Accident & Health and Ethics	53207	45	Life/Health	42
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Cfp I - Financial Planning Process And Insurance - 2009	Life and Accident & Health and Ethics	53208	45	Life/Health	42
		Life and Accident & Health and Ethics			Ethics	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0089 COLLEGE FOR FINANCIAL PLANNING**

8000 E. MAPLEWOOD AVE STE 200  
GREENWOOD VILLAGE, CO 80111

Website: [www.cffp.edu](http://www.cffp.edu)

Contact: DIANE GUISE at 303-220-4830

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Cfp li - Investment Planning - 2009	Life and Accident & Health	53209	45	Life/Health	45
Self-Study	Cfp lii - Income Tax Planning - 2009	Life and Accident & Health and Ethics	53210	45	Ethics	1
		Life and Accident & Health and Ethics			Life/Health	44
Self-Study	Cfp Iv - Retirement Planning And Employee Benefits - 2009	Life and Accident & Health	53211	45	Life/Health	45
Self-Study	Cfp V - Estate Planning - 2009	Life and Accident & Health	53212	45	Life/Health	45
Self-Study	Cmfc - Chartered Mutual Funds Counselor - 2009	Life and Ethics	53213	45	Life/Health	42
		Life and Ethics			Ethics	3
Self-Study	Crpc - Chartered Retirement Planning Counselor - 2009	Life and Accident & Health	53214	45	Life/Health	45
Self-Study	Crps - Chartered Retirement Plans Specialist - 2009	Life and Accident & Health	53215	45	Life/Health	45
Self-Study	Ffpm - Foundations In Financial Planning - 2009	Life and Accident & Health and Ethics	53216	45	Life/Health	44
		Life and Accident & Health and Ethics			Ethics	1

**0731 COLLEX COLLISION EXPERTS**

44700 ENTERPRISE DRIVE  
CLINTON TWP, MI 48038

Website: [www.collexcollision.com](http://www.collexcollision.com)

Contact: HARVEY STEFFKE at 585-405-6191

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Auto Body Collision Repair Process - 2009	Property	52815	3	Property/Casualty	3
Classroom	Collision Claims Reduction - 2009	Property	52817	1	Property/Casualty	1
Classroom	Collision Repair Ethics - 2010	Ethics	54158	1	Ethics	1
Classroom	Collision Repair Process - 2009	Property	52814	1	Property/Casualty	1
Classroom	Collision Repair: Cost Reduction - 2009	Property	52816	3	Property/Casualty	3
Classroom	Collision Repair: Safety Issues - 2009	Property	53289	3	Property/Casualty	3
Classroom	Ethics In Collision Repair - 2010	Ethics	54159	3	Ethics	3

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March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0731 COLLEX COLLISION EXPERTS**

44700 ENTERPRISE DRIVE  
CLINTON TWP, MI 48038

Website: [www.collexcollision.com](http://www.collexcollision.com)

Contact: HARVEY STEFFKE at 585-405-6191

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Improving Policy Retention: Collision Repair	Property	50023	3	Property/Casualty	3
Classroom	The Future Of Collision Repair	Property	52267	3	Property/Casualty	3
Classroom	Understanding Collision Repair Estimates	Property	49709	3	Property/Casualty	3

**0588 CONNIE L. (STREET) WAGNER**

C/O WOMAN'S LIFE  
1338 MILITARY STREET  
PORT HURON, MI 48060

Website: [cwagner@womanslife.org](mailto:cwagner@womanslife.org)

Contact: CONNIE L STREET at 810-434-6777

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Insurance Ethics - 2009	Ethics	51885	2	Ethics	2
Classroom	Life Insurance Today - 2009	Life	51883	2	Life/Health	2
Classroom	Understanding Iras	Life	51884	2	Life/Health	2

**0855 CORPORATION FOR LONG-TERM CARE CERTIFICATION**

1400 LAKE COOK RD., STE 150  
BUFFALO GROVE, IL 60089

Website: None Provided

Contact: HARLEY GORDON at 866-339-3900

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Cltc - The Cltc Comprehensive Course In Ltc Planning	Long Term Care	51848	15	Life/Health	15
Classroom	Cltc 7 Hour Master Course	Life and Accident & Health	52060	7	Life/Health	7
Classroom	Crafting A Plan For Ltc & Funding It With An Appropriate Ins Solution	Life	51140	3	Life/Health	3
Classroom	Designing Ltc Plans	Life	51139	2	Life/Health	2
Classroom	The Comprehensive Course In Ltc Planning	Life and Accident & Health	52062	15	Life/Health	15

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0057 **COUZENS, LANSKY, FEALK, ELLIS, ROEDER, LAZAR, PC**  
39395 W. 12 MILE ROAD #200  
FARMINGTON HILLS, MI 48331

Website: None Provided

Contact: SHARON NEWMAN at 248-489-8600

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Advanced Estate Planning - 2009	Life	52877	1	Life/Health	1
Classroom	Advanced Financial Planning With Flps And Flcs	Life	50262	2	Life/Health	2
Classroom	Basic Estate Planning - 2009	Life	52880	1	Life/Health	1
Classroom	Business/estate Planning For Family Business - 2009	Life	52876	1	Life/Health	1
Classroom	Buy Sell Agreements - 2009	Life and Accident & Health	52883	1	Life/Health	1
Classroom	Charitable Giving Opportunities- 2008	Life	50352	2	Life/Health	2
Classroom	Common Mistakes In Estate Planning - 2009	Life	52879	1	Life/Health	1
Classroom	Creative Uses Of Life Insurance- 2008	Life	50351	2	Life/Health	2
Classroom	Estate Planning - The Basics And Beyond	Life	50261	1	Life/Health	1
Classroom	Estate Planning Strategies- 2008	Life	50356	3	Life/Health	3
Classroom	Ethics - 2008	Ethics	50769	3	Ethics	3
Classroom	Irrevocable Life Insurance Trusts - 2009	Life	52878	1	Life/Health	1
Classroom	Is Your Buy/sell Agreement Effective?- 2008	Life	50354	3	Life/Health	3
Classroom	Limited Liability Companies In Estate & Business Planning	Life	52886	2	Life/Health	2
Classroom	Llcs In Estate And Business Planning- 2008	Life	50350	2	Life/Health	2
Classroom	Medicaid Planning Techniques - 2008	Life and Accident & Health	49299	2	Life/Health	2
Classroom	Questions Every Client Needs To Answer	Life	49363	1	Life/Health	1
Classroom	Split Dollar/employee Fringe Benefit - 2009	Life	52882	1	Life/Health	1
Classroom	Tax Law Changes: Staying Current And Strategies To Consider	Life	52884	2	Life/Health	2
Classroom	Update On Retirement Plans, Deferred Comp & Employee Benefits - 2008	Life	50260	1	Life/Health	1
Classroom	Using Life Insurance - Estate Plan 2009	Life	52881	2	Life/Health	2
Classroom	Who Should Be The Beneficiary Of Your Ira?- 2008	Life	50353	3	Life/Health	3
Classroom	Your Client Died- Now What?- 2008	Life	50355	3	Life/Health	3

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0744 CRDN OF MICHIGAN/HUNTINGTON CLEANERS**

26822 COOLIDGE HWY  
HUNTINGTON WOODS, MI 48070

Website: [www.huntingtoncleaners.com](http://www.huntingtoncleaners.com)

Contact: MICHELE LEROUX at 248-591-7983 ext 10

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Practiced Ethics For Insurance Professionals- 2008	Ethics	50800	1	Ethics	1
Classroom	Textile Restoration Procedures And Economics- 2008	Property	50799	2	Property/Casualty	2

**0885 DAVID SHUFELT**

3030 S 9TH ST  
STE 3A  
KALAMAZOO, MI 49009

Website: None Provided

Contact: DAVID SHUFELT at 269-203-5347

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Addressing Ltc: When It Is Not Your Focus	Long Term Care	54205	3	Life/Health	3
Classroom	Ethics For The Financial Services Professional	Ethics	54206	3	Ethics	3

**0481 DEBRA BLEVONS AGENCY**

4620 N BALLARD RD  
APPLETON, WI 54913

Website: None Provided

Contact: AARON GREW at 920-882-8351

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2008 Insurance Compliance Meeting	Ethics	49795	3	Ethics	3
Classroom	2009 Insurance Compliance Meeting	Ethics	52780	2	Ethics	2

**0210 DETROIT AREA CHAPTER of ISCEBS**

WATSON WYATT WORLDWIDE  
28411 NORTHWESTERN HWY SUITE 500  
SOUTHFIELD, MI 48034

Website: [www.watsonsyatt.com](http://www.watsonsyatt.com)

Contact: KERRI HARTFIELD at 248-936-7349

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Fundamentals Of Health & Welfare Plans - 2008	Accident & Health	50747	7	Life/Health	7

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0835 **DU-ALL CONTRACTING, INC.**  
101 SOUTH STREET  
ROCHESTER, MI 48307

Website: [www.du-all.net](http://www.du-all.net)

Contact: SHANNON ZETTLE at 248-650-1300

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Contents Restoration	Property	52308	1	Property/Casualty	1
Classroom	Fire & Smoke Restoration	Property	52307	2	Property/Casualty	2
Classroom	Water Damage Mitigation	Property	49530	3	Property/Casualty	3

0774 **ED SLOTT AND COMPANY c/o SAENGER CONSULTING GROUP**

C/O SAENGER CONSULTING GROUP  
31 VILLAGE RD PO BOX 350  
WATERVILLE VALLEY, NH 03215

Website: None Provided

Contact: CHERYL J. SAENGER at 800-711-9484

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Instant Ira Success - 2008	Life	50004	14	Life/Health	14

0740 **EDGEWATER HOLDINGS, LTD**

20 EAST JACKSON BLVD  
SUITE 400  
CHICAGO, IL 60604

Website: [www.edgewater.net](http://www.edgewater.net)

Contact: MARK KOLLAR at 312-431-1767

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Epli Exposures And Risk Management - 2009	Property & Casualty	53384	4	Property/Casualty	4

0818 **ELITE CME, INC.**

1452 NORTH US HIGHWAY 1, STE 100  
th  
ORMOND BEACH, FL 32174

Website: [www.elitecme.com](http://www.elitecme.com)

Contact: TRINA S LASATER at 877-671-2667

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Commercial And Professional Liability - 2009	Property	52729	16	Property/Casualty	16
Self-Study	Concepts Of Life Insurance Plans And Policies - 2009	Life	52728	7	Life/Health	7
Self-Study	Disability Income Protection - 2009	Accident & Health	53551	4	Life/Health	4
Self-Study	Estate Planning Basics - 2009	Life	52724	5	Life/Health	5

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0818 ELITE CME, INC.**

1452 NORTH US HIGHWAY 1, STE 100  
th  
ORMOND BEACH, FL 32174

Website: [www.elitecme.com](http://www.elitecme.com)

Contact: TRINA S LASATER at 877-671-2667

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ethics For The Insurance Professional - 2009	Ethics	52725	3	Ethics	3
Self-Study	Flood Insurance: Understanding The Risks - 2009	Flood	53554	4	Property/Casualty	4
Self-Study	Health Insurance Portability & Accountability Act Of 1996 (hipaa) - 2009	Accident & Health	53553	3	Life/Health	3
Self-Study	Health Savings Account - 2009	Life and Accident & Health	53552	2	Life/Health	2
Self-Study	Homeowners Liability Insurance - 2009	Property & Casualty	53550	8	Property/Casualty	8
Self-Study	Liability Exposures And Insurance Coverages - 2009	Casualty	52731	13	Property/Casualty	13
Self-Study	Life Insurance Fundamentals - 2009	Life	52726	8	Life/Health	8
Self-Study	Long Term Care Insurance - 2009	Long Term Care	52730	8	Life/Health	8
Self-Study	Medicare: The A, B, C, & D (2009)	Life and Accident & Health	53548	4	Life/Health	4
Self-Study	The Basics Of Financial Planning - 2009	Life	53549	5	Life/Health	5
Self-Study	Understanding Business Insurance Options - 2009	Life	52727	7	Life/Health	7
Self-Study	Understanding Liability And Risk Management - 2009	Property	52723	19	Property/Casualty	19

**0844 EMPLOYEE BENEFIT RISK MANAGEMENT**

823 COMMERCE DR., STE 350  
OAK BROOK, IL 60523

Website: None Provided

Contact: MIKE POWERS at 800-982-3276

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Individual And Small Group Health Insurance Sales Seminar	Life and Accident & Health	50205	3	Life/Health	3

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0694 EMPLOYEE BENEFITS INSTITUTE OF AMERICA (EBIA)**

22817 102ND PL W  
EDMONDS, WA 98020

Website: [www.ebia.com](http://www.ebia.com)

Contact: MARILYN DITTEBRANDT at 866-775-3242 ext 0863

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	401(k) Module 1 - 2009	Life	51639	3	Life/Health	3
Classroom	401(k) Module 2 - 2009	Life	51638	3	Life/Health	3
Classroom	Cafeteria Plans Module 1 - 2009	Accident & Health	51637	3	Life/Health	3
Classroom	Cafeteria Plans Module 2 - 2009	Accident & Health	51636	3	Life/Health	3
Classroom	Cobra Compliance For Group Health Plans - 2009	Accident & Health	51632	3	Life/Health	3
Classroom	Erisa Compliance For Health & Welfare Plans - 2009	Life and Accident & Health	51635	3	Life/Health	3
Classroom	Hipaa Portability, Privacy & Security - 2009	Accident & Health	51633	3	Life/Health	3
Classroom	Hsas, Hras, And Consumer-driven Health Care - 2009	Accident & Health	51634	4	Life/Health	4

**0727 EXPRESS SCRIPTS, INC.**

One Express Way  
St. Louis, MO 63121

Website: [express-scripts.com](http://express-scripts.com)

Contact: Lynn O'Shea at 314-684-6221

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Making The Most Of Generics - 2009	Accident & Health	52191	1	Life/Health	1
Classroom	Preserving The Pharmacy Benefit: Aligned Opportunities - 2009	Accident & Health	52189	2	Life/Health	2
Classroom	Protecting The Social Contract - 2009	Accident & Health	52192	1	Life/Health	1
Classroom	Truth In Pricing - 2009	Accident & Health	52190	2	Life/Health	2

**0594 FASTRACKCE, LLC**

13750 PIPELINE AVE  
CHINO, CA 91710

Website: [www.fastrackce.com](http://www.fastrackce.com)

Contact: BRAD NEVINS at 707-429-0725

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ethics In Insurance - 2009	Ethics	53243	4	Ethics	4
Self-Study	Flood Insurance Made Simple	Flood	51557	4	Property/Casualty	4
Self-Study	Fundamentals Of Commercial Casualty - 2009	Casualty	53246	12	Property/Casualty	12

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0594 **FASTRACKCE, LLC**  
13750 PIPELINE AVE  
CHINO, CA 91710

Website: [www.fastrackce.com](http://www.fastrackce.com)

Contact: BRAD NEVINS at 707-429-0725

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Fundamentals Of Commercial Property Insurance - 2009	Property	53249	15	Property/Casualty	15
Self-Study	Life & Health Insurance Plans And Policies - 2009	Life and Accident & Health	53248	24	Life/Health	24
Self-Study	Life Insurance Policies - 2009	Life	53244	4	Life/Health	4
Self-Study	Long Term Care Made Simple	Long Term Care	51556	4	Life/Health	4
Self-Study	Long Term Care Training	Long Term Care	51555	8	Life/Health	8
Self-Study	Personal Lines Insurance - 2009	Property & Casualty	53245	9	Property/Casualty	9
Self-Study	Umbrella, Watercraft, Auto Insurance - 2009	Property & Casualty	53247	5	Property/Casualty	5
Self-Study	Understanding Commercial Lines P&c - 2009	Property & Casualty	53251	25	Property/Casualty	25
Self-Study	Workers Comp Made Simple! 2009	Casualty	53250	11	Property/Casualty	11

0502 **FINANCIAL CAMPUS c/o SAENGER CONSULTING GROUP**  
C/O SAENGER CONSULTING GROUP  
31 VILLAGE RD PO BOX 350  
WATERVILLE VALLEY, NH 03215

Website: [www.financialcampus.com](http://www.financialcampus.com)

Contact: CHERYL SAENGER at 800-711-9484

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	1035 Exchanges - Insurance/annuity Tax Free Exchanges - 2008	Life	50307	1	Life/Health	1
Self-Study	401(k) Plans - 2008	Life	50532	2	Life/Health	2
Self-Study	403(b) Plans - 2009	Life	52398	4	Life/Health	4
Self-Study	Ada And Insurance - 2009	Life and Accident & Health	51250	4	Life/Health	4
Self-Study	Advanced Applications Of Health Insurance - 2009	Accident & Health	51249	12	Life/Health	12
Self-Study	Annuities - 2009	Life	52401	9	Life/Health	9
Self-Study	Anti-money Laundering Fundamentals & Life Insurance - 2009	Life	52740	1	Life/Health	1
Self-Study	Applied Ethics In Today's Marketplace - 2009	Ethics	53127	6	Ethics	6
Self-Study	Business Insurance Training Course - 2009	Life	52402	7	Life/Health	7
Self-Study	Charitable Gift Giving - 2010	Life	53843	4	Life/Health	4

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0502 **FINANCIAL CAMPUS c/o SAENGER CONSULTING GROUP**

C/O SAENGER CONSULTING GROUP

31 VILLAGE RD PO BOX 350

WATERVILLE VALLEY, NH 03215

Website: [www.financialcampus.com](http://www.financialcampus.com)

Contact: CHERYL SAENGER at 800-711-9484

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Charitable Remainder Trusts - 2009	Life	52156	4	Life/Health	4
Self-Study	Commercial Auto Exposures And Coverage - 2009	Property & Casualty	51248	1	Property/Casualty	1
Self-Study	Commercial Cause Of Loss Forms - 2010	Property & Casualty	53841	1	Property/Casualty	1
Self-Study	Commercial Liability Insurance - 2010	Property & Casualty	53844	8	Property/Casualty	8
Self-Study	Commercial Property Insurance - 2009	Property & Casualty	52157	13	Property/Casualty	13
Self-Study	Commercial Property& Liability Exposures - 2009	Property & Casualty	51247	1	Property/Casualty	1
Self-Study	Commercial Property, Liability And Package Coverages - 2009	Property & Casualty	52400	27	Property/Casualty	27
Self-Study	Concepts Of Legal Liability & Commercial Liability Coverage - 2009	Property & Casualty	51246	1	Property/Casualty	1
Self-Study	Crime And Theft Insurance - 2009	Property & Casualty	51245	1	Property/Casualty	1
Self-Study	Errors And Omissions Insurance - 2009	Property & Casualty	51244	4	Property/Casualty	4
Self-Study	Estate Planning Training Course - 2009	Life	52158	15	Life/Health	15
Self-Study	Ethical Insurance Representation - 2009	Ethics	52741	1	Ethics	1
Self-Study	Ethics - 2009	Ethics	52152	4	Ethics	4
Self-Study	Ethics And Insurance - 2009	Life and Accident & Health and Ethics	52397	11	Life/Health	8
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Financial Planning Strategies - 2010	Life	54035	3	Life/Health	3
Self-Study	General Insurance Concepts - 2009	Property & Casualty	51159	2	Property/Casualty	2
Self-Study	Global Insurance - 2009	Property & Casualty	52151	4	Property/Casualty	4
Self-Study	Homeowners' Insurance - 2010	Property & Casualty	54195	1	Property/Casualty	1
Self-Study	Indexed Annuities - 2009	Life	52396	1	Life/Health	1
Self-Study	Insurance Contracts And Other Legal Concepts - 2008	Life, Accident & Health and Property & Casualty	50662	2	Either	2
Self-Study	Insurance Operations - 2009	Life	52399	13	Life/Health	13
Self-Study	Introduction To Investments And Personal Financial Planning - 2009	Life	52395	10	Life/Health	10
Self-Study	Iras And Simple Plans - 2008	Life	50003	2	Life/Health	2
Self-Study	Long-term Care - 2009	Long Term Care	52155	8	Life/Health	8

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0502 **FINANCIAL CAMPUS c/o SAENGER CONSULTING GROUP**

C/O SAENGER CONSULTING GROUP

31 VILLAGE RD PO BOX 350

WATERVILLE VALLEY, NH 03215

Website: [www.financialcampus.com](http://www.financialcampus.com)

Contact: CHERYL SAENGER at 800-711-9484

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ltc Partnership Course (meeting Dra & Naic Requirements)	Long Term Care	51699	8	Life/Health	8
Self-Study	Multi Generational Asset Planning - 2009	Life	52394	24	Life/Health	24
Self-Study	Orientation To Property/casualty Insurance - 2009	Property & Casualty	53126	4	Property/Casualty	4
Self-Study	Other Miscellaneous Personal Lines Policies - 2009	Property & Casualty	51243	1	Property/Casualty	1
Self-Study	Personal Auto Insurance Coverages - 2009	Property & Casualty	51158	2	Property/Casualty	2
Self-Study	'personal Insurance Planning - 2009	Life, Accident & Health and Property & Casualty	52159	14	Either	14
Self-Study	Planning For Retirement - 2009	Life	52393	12	Life/Health	12
Self-Study	Professional Liability Coverages - 2010	Property & Casualty	54196	1	Property/Casualty	1
Self-Study	Retirement Planning Training Course - 2009	Life	52392	9	Life/Health	9
Self-Study	Risk Management - 2009	Property & Casualty	52390	14	Property/Casualty	14
Self-Study	Risk Management And Loss Exposures - 2008	Property & Casualty	50663	3	Property/Casualty	3
Self-Study	Roth 401(k) Plans - 2009	Life	52742	5	Life/Health	5
Self-Study	Selected Commercial Property Coverages - 2010	Property & Casualty	54194	2	Property/Casualty	2
Self-Study	Split Dollar Business Insurance - 2009	Life	51157	2	Life/Health	2
Self-Study	Suretyship, Bonds And Crime Insurance Issues - 2009	Property & Casualty	51242	1	Property/Casualty	1
Self-Study	The Influence Of Insurance On Society And Government - 2008	Life	50804	1	Life/Health	1
Self-Study	The Living Trust - 2009	Life	52389	15	Life/Health	15
Self-Study	The Use Of Annuities In The Marketplace - 2009	Life	52956	3	Life/Health	3
Self-Study	Total Insurance Planning - 2009	Life, Accident & Health and Property & Casualty	51241	17	Property/Casualty	6
		Life, Accident & Health and Property & Casualty			Life/Health	11
Self-Study	Total Personal Financial Planning - 2009	Life	52391	30	Life/Health	30

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0502 FINANCIAL CAMPUS c/o SAENGER CONSULTING GROUP

C/O SAENGER CONSULTING GROUP  
31 VILLAGE RD PO BOX 350  
WATERVILLE VALLEY, NH 03215

Website: [www.financialcampus.com](http://www.financialcampus.com)

Contact: CHERYL SAENGER at 800-711-9484

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Understanding Group Insurance & Social Security - 2009	Life and Accident & Health	52154	7	Life/Health	7
Self-Study	Understanding Medicare And Medicaid - 2010	Accident & Health	53842	8	Life/Health	8
Self-Study	Understanding Section 529 Plans - 2009	Life	52153	4	Life/Health	4
Self-Study	Underwriting Insurance Policies - 2009	Life, Accident & Health and Property & Casualty	52388	4	Either	4
Self-Study	Variable Annuities And Suitability - 2008	Life	50002	3	Life/Health	3
Self-Study	Workers' Compensation Insurance - 2009	Property & Casualty	51240	1	Property/Casualty	1

#### 0150 FINANCIAL PLANNING ASSOCIATION OF MICHIGAN (THE)

PO BOX 476  
SOUTH LYONS, MI 48178

Website: [www.fpami.com](http://www.fpami.com)

Contact: MARY MEDONIS at 248-446-8909

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2010 Sunset Provisions In Estate Planning	Life	52669	1	Life/Health	1
Classroom	Business Succession: The 21st Century Opportunity Or Risk	Life	53712	1	Life/Health	1
Classroom	Considerations In Planning For The Incapacitated & Terminally Ill Client	Life	53625	1	Life/Health	1
Classroom	Do's And Dont's Of Iras And Qualified Plans	Life	50117	1	Life/Health	1
Classroom	Estate Planning For Clients With Children	Life	51031	2	Life/Health	2
Classroom	Estate Planning For The Business Owner	Life	53624	1	Life/Health	1
Classroom	Insurance Planning For Your Clients	Accident & Health and Property & Casualty	50118	1	Either	1
Classroom	Introduction To Managing Retirement Income	Life	50224	1	Life/Health	1
Classroom	Multi Generational Iras And Ira Trusts	Life	53626	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0150 FINANCIAL PLANNING ASSOCIATION OF MICHIGAN (THE)**

PO BOX 476  
SOUTH LYONS, MI 48178

Website: [www.fpami.com](http://www.fpami.com)

Contact: MARY MEDONIS at 248-446-8909

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Personal Insurance Planning And The Financial Planner	Life and Property	53623	2	Property/Casualty	1
		Life and Property			Life/Health	1

**0045 FINANCIAL SERVICES INSTITUTE OF MI INC**

12158 GLOBE ST  
LIVONIA, MI 48150

Website: [www.webfsi.net](http://www.webfsi.net)

Contact: ELIZABETH SCHULTE at 734-462-6065

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	1035 Exchanges - 2010	Life	53923	3	Life/Health	3
Self-Study	Annuities By Design (self Study) - 2009	Life	51195	9	Life/Health	9
Classroom	Annuities/retirement Plans - 2008	Life	50468	4	Life/Health	4
Classroom	Anti Money Laundering - 2009	Life	51168	3	Life/Health	3
Classroom	Auto Insurance In Michigan - 2008	Property & Casualty	50460	4	Property/Casualty	4
Self-Study	Auto Insurance, 2008	Property & Casualty	50530	10	Property/Casualty	10
Classroom	Basic Estate Planning & Federal Taxation	Life	52041	8	Life/Health	8
Classroom	Business Insurance - 2008	Life and Accident & Health	50152	8	Life/Health	8
Self-Study	Business Insurance - 2008 (self-study)	Life and Accident & Health	50641	12	Life/Health	12
Classroom	Business Management - Independent Agent	Life, Accident & Health and Property & Casualty	51161	8	Either	8
Classroom	Business Practices - Client Privacy And Identity Theft	Life, Accident & Health and Property & Casualty	49256	8	Either	8
Classroom	Commercial Property Coverage - 2008	Property & Casualty	50458	4	Property/Casualty	4
Classroom	Deferred Compensation - 2008	Life	50463	3	Life/Health	3
Classroom	Disability Income - 2008	Accident & Health	50469	4	Life/Health	4
Classroom	Employment Practices And Liability - 2008	Property & Casualty	50457	4	Property/Casualty	4
Classroom	Estate Planning 2010	Life	53321	7	Life/Health	7
Classroom	Ethics - 2009	Ethics	51163	3	Ethics	3

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## Continuing Education Courses

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0045 FINANCIAL SERVICES INSTITUTE OF MI INC

12158 GLOBE ST  
LIVONIA, MI 48150

Website: [www.webfsi.net](http://www.webfsi.net)

Contact: ELIZABETH SCHULTE at 734-462-6065

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ethics (self Study) - 2009	Ethics	51196	3	Ethics	3
Classroom	Filling The Gap - Medicare - 2008	Life and Accident & Health	50454	4	Life/Health	4
Classroom	Financial Planning/risk - 2008	Life, Accident & Health and Property & Casualty	50465	4	Either	4
Classroom	Fraud Awareness - 2009	Life, Accident & Health and Property & Casualty	51164	7	Either	7
Classroom	Group Life And Health Insurance - 2008	Life and Accident & Health	50466	4	Life/Health	4
Classroom	Health Savings Accounts - 2009	Accident & Health	51170	4	Life/Health	4
Self-Study	Individual Health Insurance (self Study) - 2009	Accident & Health	51222	12	Life/Health	12
Self-Study	Insurance Fraud, 2008	Life, Accident & Health and Property & Casualty	50531	7	Either	7
Classroom	Insurance Markets - 2008	Life and Accident & Health	50455	4	Life/Health	4
Classroom	Insurance Policy Analysis - 2009	Life, Accident & Health and Property & Casualty	51165	4	Either	4
Classroom	Insurer's Responsibility To Agents - 2008	Life, Accident & Health and Property & Casualty	50459	2	Either	2
Classroom	Job Related Injuries - 2008	Property & Casualty	50467	3	Property/Casualty	3
Classroom	Legal Liability - 2008	Property & Casualty	50470	3	Property/Casualty	3
Self-Study	Limited Lines (self Study) - 2009	Property & Casualty	51193	4	Property/Casualty	4
Self-Study	Long Term Care (self Study) - 2009	Long Term Care	51223	7	Life/Health	7
Classroom	Long Term Care Insurance - 2008	Long Term Care	50642	8	Life/Health	8
Classroom	Long Term Care Review - 2008	Long Term Care	50471	4	Life/Health	4
Classroom	Managed Health Care - 2008	Accident & Health	50464	4	Life/Health	4
Self-Study	Market Conduct (self Study) - 2009	Life, Accident & Health and Property & Casualty	51197	10	Either	10
Self-Study	Medicare And Medicare Supplements (self Study) - 2009	Accident & Health	51194	6	Life/Health	6
Classroom	Needs Analysis - 2009	Life	51162	4	Life/Health	4

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

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0045 FINANCIAL SERVICES INSTITUTE OF MI INC

12158 GLOBE ST  
LIVONIA, MI 48150

Website: [www.webfsi.net](http://www.webfsi.net)

Contact: ELIZABETH SCHULTE at 734-462-6065

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Nursing Home Insurance - 2008	Life and Accident & Health	50456	2	Life/Health	2
Self-Study	Personal & Commercial Insurance 2010	Property & Casualty	53323	11	Property/Casualty	11
Classroom	Personal Lines - 2008	Property & Casualty	50161	4	Property/Casualty	4
Classroom	Planning For 1035 Exchanges	Life	54216	2	Life/Health	2
Classroom	Practical Solutions For The Client - Spl And UI Products	Life	49334	6	Life/Health	6
Classroom	Probate Court/living Trusts 2010	Life	53322	7	Life/Health	7
Classroom	Protecting The Insurance Consumer - 2009	Life, Accident & Health and Property & Casualty	51171	4	Either	4
Classroom	Qualified Plans - 2009	Life	51169	4	Life/Health	4
Classroom	Red Flag Rules, 2010	Life	54022	2	Life/Health	2
Classroom	Responsibilities And Duties Of Agents 2010	Ethics	53320	3	Ethics	3
Classroom	Retirement Planning - 2009	Life	51166	7	Life/Health	7
Classroom	Risk Financing - 2008	Property & Casualty	50160	3	Property/Casualty	3
Classroom	Risk Management - 2008	Property & Casualty	50162	4	Property/Casualty	4
Classroom	Safeguarding Customer Information - 2009	Life, Accident & Health and Property & Casualty	51160	4	Either	4
Classroom	Senior Citizens Needs - 2008	Life and Accident & Health	50453	4	Life/Health	4
Self-Study	Ss Life Insurance Principles - 2009	Life	51495	16	Life/Health	16
Classroom	Umbrella & Excess Insurance - 2008	Property & Casualty	50163	4	Property/Casualty	4
Classroom	Understanding 401(k) Plans	Life	54161	4	Life/Health	4
Self-Study	Understanding Cobra - 2010	Accident & Health	53922	4	Life/Health	4
Self-Study	Understanding Life & Annuity Taxation - 2010	Life	53924	4	Life/Health	4
Classroom	Underwriting Principles - 2008	Property & Casualty	50164	4	Property/Casualty	4
Classroom	Variable Annuities - 2009	Life	51167	4	Life/Health	4
Self-Study	Variable Insurance Products (self Study) - 2009	Life	51221	5	Life/Health	5

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0294 FINKEL, WHITEFIELD, SELIK, FERRARA & FELDMAN, P.C.**

32300 NORTHWESTERN HWY  
SUITE #200  
FARMINGTON HILLS, MI 48334-1567

Website: None Provided

Contact: ALAN J FERRARA at 248-855-6500

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Estate Planning Consequences Of Annuities - 2010	Life	54054	2	Life/Health	2
Classroom	Estate Planning: What Do I Need To Know - 2010	Life	54053	2	Life/Health	2
Classroom	Identifying & Solving Fam Probs (leave It To Beaver W/strings Attached)	Life	49165	4	Life/Health	4
Classroom	Keeping Litigants (including The Irs) Out Of Your Estate Plan	Life	53128	2	Life/Health	2

**0846 FIRST CHOICE CLEANING CO.**

10678 CHICAGO DR  
ZEELAND, MI 49464

Website: TAFURMATO@FIRSTCHOICEC

Contact: THOMAS FURMATO at 616-772-4700

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	The Water Challenge: "fighting Water When It Is Out Of Place"	Property	50475	3	Property/Casualty	3

**0122 FOREMOST INSURANCE COMPANY**

P.O. BOX 2450  
GRAND RAPIDS, MI 49501

Website: www.foremosteducation.com

Contact: TARA EVANS at 616-956-8558

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ais25 - Delivering Insurance Services (2009)	Property	51987	11	Property/Casualty	11
Self-Study	Commercial Mobile Home Insurance - 2009	Property & Casualty	53616	6	Property/Casualty	6
Self-Study	Ethics In Insurance- Business - 2008	Ethics	50664	6	Ethics	6
Self-Study	Foremost Motorcycle	Property	51296	4	Property/Casualty	4
Self-Study	Foremost Off-road Vehicle Insurance	Property & Casualty	50720	5	Property/Casualty	5
Self-Study	Homeowners Insurance - 2010	Property	53765	4	Property/Casualty	4
Self-Study	Manufactured Home Policy - 2009	Property	52132	9	Property/Casualty	9
Self-Study	Marine Products - 2009	Property & Casualty	52793	6	Property/Casualty	6
Self-Study	Motor Home Insurance - 2009	Property & Casualty	53303	7	Property/Casualty	7

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0122 FOREMOST INSURANCE COMPANY**

P.O. BOX 2450  
GRAND RAPIDS, MI 49501

Website: [www.foremosteducation.com](http://www.foremosteducation.com)

Contact: TARA EVANS at 616-956-8558

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Personal Automobile Policy	Personal Lines	49542	6	Property/Casualty	6
Self-Study	Specialty Dwelling Policy - 2009	Property	52133	6	Property/Casualty	6
Self-Study	Travel Trailer Insurance - 2009	Property & Casualty	53615	6	Property/Casualty	6

**0696 FSI OF WESTERN MICHIGAN**

2728 JANE ST  
SPRING LAKE, MI 49456

Website: [www.fsiwestmi.com](http://www.fsiwestmi.com)

Contact: JACK BYTWERK at 231-865-3363

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Annuities & Retirement Planning - 2009	Life	51080	4	Life/Health	4
Self-Study	Becoming A Life Insurance Counselor - 2010	Life and Ethics	53638	13	Ethics	3
		Life and Ethics			Life/Health	10
Classroom	Business Insurance - Corporation (2009)	Life	52582	4	Life/Health	4
Classroom	Business Management - 2009	Life, Accident & Health and Property & Casualty	51961	8	Either	8
Classroom	Cobra - 2008	Accident & Health	49880	2	Life/Health	2
Classroom	Deferred Compensation - 2009	Life	52052	3	Life/Health	3
Classroom	Disability Income - 2009	Accident & Health	51219	4	Life/Health	4
Classroom	Estate Planning - 2009	Life and Accident & Health	52855	7	Life/Health	7
Classroom	Ethics - 2009	Ethics	52053	3	Ethics	3
Classroom	Financial Planning & Risk - 2009	Life and Accident & Health	51474	4	Life/Health	4
Classroom	Fraud Awareness 2009	Life, Accident & Health, Prop & Casualty & Ethics	53142	5	Either	4
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	1
Classroom	Group Life And Health (2009)	Life and Accident & Health	51960	4	Life/Health	4
Classroom	Health And Welfare Plans - 2009	Accident & Health	52583	4	Life/Health	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0696 **FSI OF WESTERN MICHIGAN**

2728 JANE ST  
SPRING LAKE, MI 49456

Website: [www.fsiwestmi.com](http://www.fsiwestmi.com)

Contact: JACK BYTWERK at 231-865-3363

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Hsas The Basics - 2009	Accident & Health	51430	2	Life/Health	2
Classroom	Insurers Responsibilities To Agents	Ethics	52857	2	Ethics	2
Classroom	Life Insurance Concepts - 2009	Life	52283	4	Life/Health	4
Classroom	Long Term Care (ltc) - 2009	Long Term Care	51846	4	Life/Health	4
Classroom	Managed Health Care - 2009	Accident & Health	52856	4	Life/Health	4
Classroom	Medicare Supplements - 2009	Accident & Health	51473	4	Life/Health	4
Classroom	Nursing Home Insurance - 2009	Accident & Health	52284	2	Life/Health	2
Classroom	Probate Court / Trust - 2009	Life	52580	7	Life/Health	7
Classroom	Responsibilities Of Agents - 2010	Ethics	54115	2	Ethics	2
Classroom	Retirement Plans - 2009	Life	51580	4	Life/Health	4
Classroom	Self Funding The Basics - 2009	Accident & Health	52581	4	Life/Health	4
Classroom	Senior Citizen Needs - 2009	Life and Accident & Health and Ethics	53141	4	Life/Health	4
Classroom	The Future & Impact Of Wellness Plans	Accident & Health	51993	3	Life/Health	3

0147 **GIARMARCO, MULLINS & HORTON, P.C.**

COLUMBIA CENTER 10TH FLOOR  
101 W BIG BEAVER, STE 1000  
TROY, MI 48084

Website: [www.disinherit-irs.com](http://www.disinherit-irs.com)

Contact: JULIUS H. GIARMARCO at 248-457-7200

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Defensive Estate Planning - 2008	Life	50480	1	Life/Health	1
Classroom	Five Levels Of Estate Planning - 2009	Life	52010	2	Life/Health	2
Classroom	Hot Topics In Estate Planning	Life	52630	2	Life/Health	2
Classroom	How Property Passes At Death	Life	52481	4	Life/Health	4
Classroom	Ira Distribution Rules: Advanced (2008)	Life	50479	1	Life/Health	1
Classroom	Irrevocable Trusts - Basic	Life	51349	1	Life/Health	1
Classroom	Irrevocable Trustsf- Advanced	Life	51350	2	Life/Health	2
Classroom	Keeping The Family Business In The Family - 2009	Life	52009	2	Life/Health	2
Classroom	Revocable Living Trusts - Advanced	Life	51348	2	Life/Health	2
Classroom	Revocable Living Trusts - Basic	Life	51351	1	Life/Health	1
Classroom	Roth Ira Conversion Basics	Life	53226	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0147 **GIARMARCO, MULLINS & HORTON, P.C.**

COLUMBIA CENTER 10TH FLOOR  
101 W BIG BEAVER, STE 1000  
TROY, MI 48084

Website: [www.disinherit-irs.com](http://www.disinherit-irs.com)

Contact: JULIUS H. GIARMARCO at 248-457-7200

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Special Needs Planning	Life	51352	2	Life/Health	2
Classroom	Special Needs Planning - Basic	Life	53075	1	Life/Health	1
Classroom	Summary Of Estate And Gift Tax Laws	Life	52482	4	Life/Health	4
Classroom	Techniques In Advanced Estate Planning - 2009	Life	52011	4	Life/Health	4
Classroom	The '08 Estate Planning Update	Life	50142	4	Life/Health	4
Classroom	The '09 Charitable Planning Update	Life	52457	4	Life/Health	4
Classroom	Understanding Roth Ira Conversions	Life	53124	2	Life/Health	2
Classroom	When Should A Trust Be Named A Retirement Plan Beneficiary?	Life	51535	2	Life/Health	2

0611 **GLASSDOCTOR**

1020 N UNIVERSITY PARKS DRIVE  
WACO, TX 76707

Website: None Provided

Contact: Shirley Witt at 254-745-2400

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Federal Regulations Governing Auto Glass - 2009	Property & Casualty	53218	4	Property/Casualty	4
Classroom	Loss Prevention & Control - Auto Glass (2009)	Property & Casualty	53143	4	Property/Casualty	4

0838 **GLEANER LIFE INSURANCE SOCIETY**

5200 WEST US HIGHWAY 223  
PO BOX 1894  
ADRIAN, MI 49221

Website: None Provided

Contact: ELIZABETH SCHULTE at 800-992-1894

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Business Insurance	Life and Accident & Health	50175	8	Life/Health	8
Classroom	Red Flags And Triggers	Ethics	54023	2	Ethics	2
Classroom	Suitability - Senior Protection	Life and Ethics	51901	3	Life/Health	2
		Life and Ethics			Ethics	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0468 **GRAND VALLEY STATE UNIVERSITY**

444 DEVOS CENTER

401 W FULTON ST.

GRAND RAPIDS, MI 49504

Website: [www.gvsu.edu/business/fp](http://www.gvsu.edu/business/fp)

Contact: GREGG DIMKOFF at 616-331-7428

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Estate Planning - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53686	30	Ethics	3
		Life, Accident & Health, Prop & Casualty & Ethics			Life/Health	9
		Life, Accident & Health, Prop & Casualty & Ethics			Property/Casualty	18
Classroom	Insurance Planning - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53685	30	Property/Casualty	12
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
		Life, Accident & Health, Prop & Casualty & Ethics			Life/Health	15
Classroom	Investment Planning - 2010	Life and Property	53689	30	Life/Health	20
		Life and Property			Property/Casualty	10
Classroom	Personal Income Tax Planning - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53687	30	Property/Casualty	12
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
		Life, Accident & Health, Prop & Casualty & Ethics			Life/Health	15
Classroom	Principles Of Financial Planning - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53690	30	Ethics	3
		Life, Accident & Health, Prop & Casualty & Ethics			Property/Casualty	13
		Life, Accident & Health, Prop & Casualty & Ethics			Life/Health	14
Classroom	Retirement Planning & Employee Benefits - 2010	Life	53688	30	Life/Health	30

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0299 GREAT AMERICAN INSURANCE COMPANY**

49 E 4TH ST STE 400-N  
CINCINNATI, OH 45202-3803

Website: [www.greatamericancrop.com](http://www.greatamericancrop.com)

Contact: NANCY OLTON at 513-763-8483

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2009 Mpci Biotechnology Endorsement Training	Turkey, Crop and Hail	51417	3	Property/Casualty	3
Classroom	2010 Mpci Fall Update	Turkey, Crop and Hail	52348	4	Property/Casualty	4
Classroom	2010 Mpci Spring Update	Property & Casualty	53356	4	Property/Casualty	4
Classroom	Abc Basic Training - 2009	Property & Casualty	53397	12	Property/Casualty	12

**0766 GREAT LAKES STEAMWAY**

35337 MICHIGAN AVE. EAST  
WAYNE, MI 48184

Website: [tesdryingsystem.com](http://tesdryingsystem.com)

Contact: GARRY MOYER at 734-722-0166

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2008 Advanced Speed Drying	Property	49892	3	Property/Casualty	3

**0866 HEALTH ADVOCATE**

3043 WALTON RD., STE 150  
PLYMOUTH MEETING, PA 19462

Website: None Provided

Contact: CHRISTINE STANTON at 610-397-7690

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Healthcare Trends & Strategies For Controlling Costs (1-hr)	Accident & Health	52202	1	Life/Health	1

**0853 HEALTHINSURANCE CE, LLC**

PO BOX 903  
WINCHESTER, MA 01890

Website: None Provided

Contact: JENNIFER RICH at 781-883-8187

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Best Care Anywhere	Accident & Health	51002	13	Life/Health	13
Self-Study	Better	Accident & Health	51003	18	Life/Health	18
Self-Study	Can Consumers Save Healthcare?	Accident & Health	50997	4	Life/Health	4

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0853 **HEALTHINSURANCE CE, LLC**  
PO BOX 903  
WINCHESTER, MA 01890

Website: None Provided

Contact: JENNIFER RICH at 781-883-8187

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Healthcare Problems And Solutions	Accident & Health	51001	14	Life/Health	14
Self-Study	Medicare Is Broken; The Va Works	Accident & Health	50996	4	Life/Health	4
Self-Study	Moral Hazard In American Healthcare	Accident & Health	51000	9	Life/Health	9
Self-Study	Problems For Health Insurance To Solve	Accident & Health	50998	5	Life/Health	5
Self-Study	Pros & Cons Of Single Payer Healthcare	Accident & Health	50995	5	Life/Health	5
Self-Study	Why Managed Care Has Failed Since 1973	Accident & Health	50999	5	Life/Health	5

0822 **HERTZ**  
34365 S GRATIOT  
CLINTON TWP, MI 48035

Website: None Provided

Contact: ADAM R SLADE at 517-927-7783

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Car Rental: What Every Insurance Professional Needs To Know (2009)	Property	52475	3	Property/Casualty	3

0809 **HIGHLAND CAPITAL BROKERAGE**  
333 BISHOPS WAY  
STE 140  
BROOKFIELD, WI 53005

Website: None Provided

Contact: DEBI FOX at 262-860-1666

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Buy-sell Plans For Business Owners	Life	53441	1	Life/Health	1
Classroom	Di Insurance In The Business Marketplace	Accident & Health	53442	1	Life/Health	1
Classroom	Disability Market Niches	Accident & Health	53443	1	Life/Health	1
Classroom	Life Insurance As An Asset Class - 2009	Life	52004	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0858 HUMANA INSURANCE COMPANY**

100 MANSELL COURT EAST  
SUITE 400  
ROSWELL, GA 30076

Website: None Provided

Contact: DEB GROSS at 770-998-8936 ext 88747

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Yes, Vision And How To Spreadsheet It	Accident & Health	51571	2	Life/Health	2

**0445 IGS EDUCATIONAL SOFTWARE**

1200 LAKE AIR DR. #227  
P.O. BOX 21777  
WACO, TX 76710

Website: [www.igssoftware.net](http://www.igssoftware.net)

Contact: GENE BENTHUL at 800-299-5577

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Business Income Forms - 2009	Casualty	52984	4	Property/Casualty	4
Self-Study	Business Auto Policy - 2009	Casualty	52959	4	Property/Casualty	4
Self-Study	Businessowners Policy - 2009	Property & Casualty	52983	8	Property/Casualty	8
Self-Study	Cgl Comparison / Old Vs. New Occurrence - 2009	Property & Casualty	52981	4	Property/Casualty	4
Self-Study	Cgl Endorsements - 2009	Property & Casualty	52980	5	Property/Casualty	5
Self-Study	Cgl Policy - 2009	Casualty	52982	8	Property/Casualty	8
Self-Study	Claims Made - Basics (2009)	Property & Casualty	52976	4	Property/Casualty	4
Self-Study	Claims Made - Problems (2009)	Property & Casualty	52975	4	Property/Casualty	4
Self-Study	Claims: Coverage Verification - 2009	Property & Casualty	52979	9	Property/Casualty	9
Self-Study	Claims: Homeowners Coverages - 2009	Property & Casualty	52978	10	Property/Casualty	10
Self-Study	Claims: Level One - 2009	Property & Casualty	52977	8	Property/Casualty	8
Self-Study	Commercial Property Program - 2009	Property	52974	5	Property/Casualty	5
Self-Study	Errors & Omissions - Loss Control - 2009	Life, Accident & Health and Property & Casualty	53018	4	Either	4
Self-Study	Ethics/consumer Protection - 2009	Life, Accident & Health, Prop & Casualty & Ethics	52985	6	Either	3
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Homeowners Policy - 2009	Property	53017	5	Property/Casualty	5
Self-Study	Introduction To Commercial Liability - 2009	Property & Casualty	53016	6	Property/Casualty	6
Self-Study	Introduction To Commercial Property - 2009	Property	53015	4	Property/Casualty	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0445 IGS EDUCATIONAL SOFTWARE

1200 LAKE AIR DR. #227  
P.O. BOX 21777  
WACO, TX 76710

Website: [www.igssoftware.net](http://www.igssoftware.net)

Contact: GENE BENTHUL at 800-299-5577

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Introduction To Insurance - 2009	Life, Accident & Health and Property & Casualty	53014	4	Either	4
Self-Study	Introduction To Life Insurance - 2009	Life	53013	4	Life/Health	4
Self-Study	Life Insurance Products - 2009	Life	53012	12	Life/Health	12
Self-Study	Medicare - Long Term Health Care - 2009	Accident & Health	53011	6	Life/Health	6
Self-Study	Personal Auto Policy - 2009	Property & Casualty	53010	6	Property/Casualty	6
Self-Study	Personal Lines Endorsements - 2009	Property & Casualty	53009	5	Property/Casualty	5
Self-Study	Results Through Risk Management - 2009	Property & Casualty	53019	4	Property/Casualty	4
Self-Study	Workers' Compensation - 2009	Property & Casualty	53020	7	Property/Casualty	7

#### 0779 IMACC

1733 PARK STREET, STE 250  
NAPERVILLE, IL 60563

Website: [www.imacc.net](http://www.imacc.net)

Contact: PATRICK HARMON at 630-527-9052

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Agency Adjusted Claims - 2008	Property & Casualty	50395	4	Property/Casualty	4

#### 0675 IMPERIAL A.I. CREDIT COMPANIES

101 HUDSON ST  
33RD & 34TH FLOORS  
JERSEY CITY, NJ 07302

Website: [www.iaicc.net](http://www.iaicc.net)

Contact: Christina Cella at 201-631-5489

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Premium Finance Option - 2009	Life, Property and Casualty	52048	4	Either	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0708 INCOME REPLACEMENT AGENCY, INC.

34405 W 12 MILE RD  
SUITE 377  
FARMINGTON HILLS, MI 48331

Website: None Provided

Contact: CHARLOTTE FASICK at 248-553-9505 ext 206

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Business Disability - 2009	Accident & Health	52013	1	Life/Health	1
Classroom	Business Uses Of Individual Disability Income Insurance	Accident & Health	54092	1	Life/Health	1
Classroom	Disability Basics - 2009	Accident & Health	52012	1	Life/Health	1
Classroom	Disability Insurance For The Medically Impaired - 2008	Accident & Health	49894	1	Life/Health	1
Classroom	Disability Insurance From Sales To Claims	Accident & Health	51529	3	Life/Health	3
Classroom	Long Term Disability - 2009	Accident & Health	52014	1	Life/Health	1
Classroom	Selling Disability Insurance With Conviction - 2008	Accident & Health	49893	1	Life/Health	1

#### 0044 INFINSOURCE

15 E. WASHINGTON ST  
COLDWATER, MI 49036

Website: [www.benefitsolved.com](http://www.benefitsolved.com)

Contact: CINDY MOWREY at 866-350-3040 ext 1503

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Cobra Compliance And Legislative Review - 2010	Accident & Health	53920	6	Life/Health	6
Classroom	Cobra Two-hour Briefing Seminar	Accident & Health	50537	2	Life/Health	2
Classroom	Cobra Update Seminar - 2008	Accident & Health	50619	4	Life/Health	4
Classroom	Fmla Compliance	Accident & Health	52771	6	Life/Health	6

#### 0102 INSTITUTE OF BUSINESS AND FINANCE

470 NAUTILUS ST STE 312  
LA JOLLA, CA 92037

Website: [www.icfs.com](http://www.icfs.com)

Contact: LACY ITALIANO at 858-866-1700 ext 108

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Board Certified In Estate Planning - 2008	Life	50264	30	Life/Health	30
Self-Study	Certified Annuity Specialist - 2008	Life	50263	30	Life/Health	30
Self-Study	Certified Fund Specialist - 2008	Life	50265	30	Life/Health	30

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0102 INSTITUTE OF BUSINESS AND FINANCE

470 NAUTILUS ST STE 312  
LA JOLLA, CA 92037

Website: [www.icfs.com](http://www.icfs.com)

Contact: LACY ITALIANO at 858-866-1700 ext 108

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Certified Income Specialist	Life	50266	21	Life/Health	21

#### 0094 INSURANCE BUSINESS CONSULTANTS INC.

PO BOX 2030  
FORT MYERS, FL 33902

Website: None Provided

Contact: M. THOMAS RUKE at 239-997-4084

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Afis Part 1 - 2009	Property & Casualty	53504	15	Property/Casualty	15
Classroom	Afis Part 2 - 2009	Property & Casualty	53505	15	Property/Casualty	15
Classroom	Afis Part 3 - 2009	Property & Casualty	53506	15	Property/Casualty	15

#### 0160 INSURANCE EDUCATORS, INC.

10466 TOMKINSON DR.  
SCOTTS, MI 49088

Website: <http://www.insuranceeducators.r>

Contact: JANET K. HOLSTINE at 269-323-2042

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Advanced Charitable Brainteasers	Life	50362	2	Life/Health	2
Classroom	Agribusiness Conference - 2009	Casualty	52707	15	Property/Casualty	15
Classroom	Alternatives In Health Care - 2008	Accident & Health	50426	2	Life/Health	2
Classroom	Application Fraud - 2009	Property & Casualty	53507	1	Property/Casualty	1
Self-Study	Au 65 - Self Study	Property & Casualty	52706	21	Property/Casualty	21
Classroom	Changing The Way We Do Business - 2008	Life, Accident & Health and Property & Casualty	50431	3	Either	3
Classroom	Claims Operations - 2009	Property & Casualty	53503	2	Property/Casualty	2
Classroom	E & O Loss Control In Today's Agency - 2008	Life, Accident & Health and Property & Casualty	50433	4	Either	4
Classroom	Earning The Public Trust - 2009	Ethics	52711	3	Ethics	3
Classroom	Educating The Pc Consumer - 2009	Property & Casualty	53510	4	Property/Casualty	4
Classroom	Ethical Customer Service - 2009	Ethics	52709	3	Ethics	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0160 **INSURANCE EDUCATORS, INC.**  
10466 TOMKINSON DR.  
SCOTTS, MI 49088

Website: <http://www.insuranceeducators.r>

Contact: JANET K. HOLSTINE at 269-323-2042

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Ethical Practices In Life Insurance - 2009	Ethics	52708	3	Ethics	3
Classroom	Ethics & Ethical Dilemmas - 2009	Ethics	52710	3	Ethics	3
Classroom	Ethics & The Insurance Professional - 2008	Ethics	49307	3	Ethics	3
Classroom	Ethics & You - 2008	Ethics	50434	1	Ethics	1
Classroom	Ethics In Insurance 2008	Ethics	49308	3	Ethics	3
Classroom	Financial Fitness For Your Business - 2008	Life, Accident & Health and Property & Casualty	50432	1	Either	1
Classroom	Hackers & The Insurance Industry	Life, Accident & Health and Property & Casualty	50361	2	Either	2
Classroom	Ins- 22 Personal Insurance	Life, Accident & Health and Property & Casualty	50427	21	Life/Health	6
		Life, Accident & Health and Property & Casualty			Property/Casualty	15
Self-Study	Ins-21 Property & Liability Principles (self-study) 2008	Property & Casualty	50429	21	Property/Casualty	21
Classroom	Ins-21 Property & Liability Principles 2008	Property & Casualty	50430	21	Property/Casualty	21
Self-Study	Ins-22 Personal Insurance (self-study) 2008	Life, Accident & Health and Property & Casualty	50428	21	Property/Casualty	15
		Life, Accident & Health and Property & Casualty			Life/Health	6
Classroom	Popular Estate & Charitable Planning Techniques	Life	53275	3	Life/Health	3
Classroom	Practical Risk Management - 2008	Property & Casualty	50543	4	Property/Casualty	4
Classroom	Practical Yacht Insurance - 2009	Property & Casualty	53508	4	Property/Casualty	4
Classroom	Risk Review Case Study, PI & CI - 2009	Property & Casualty	52712	3	Property/Casualty	3
Classroom	Scope Of E & O Coverage - 2008	Life, Accident & Health and Property & Casualty	50545	1	Either	1
Classroom	Selling Coverage, Not Price - 2010	Property & Casualty	53828	2	Property/Casualty	2
Classroom	Street Level Ethics - 2008	Ethics	49909	3	Ethics	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0160 **INSURANCE EDUCATORS, INC.**

10466 TOMKINSON DR.  
SCOTTS, MI 49088

Website: <http://www.insuranceeducators.r>

Contact: JANET K. HOLSTINE at 269-323-2042

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	The No-fault Endorsement & Law - 2009	Property & Casualty	52713	3	Property/Casualty	3
Classroom	Understanding Claims - 2008	Property & Casualty	50544	1	Property/Casualty	1
Classroom	Understanding The Pc Claims Process - 2008	Property & Casualty	50542	4	Property/Casualty	4
Classroom	Underwriting Case Study - 2009	Property & Casualty	53509	4	Property/Casualty	4
Classroom	Why Ethics?- 2008	Ethics	49565	3	Ethics	3

0499 **INSURANCE STUDY.COM**

1400 Lake Cook Rd  
Ste 150  
Buffalo Grove, IL 60089

Website: [www.insurancestudy.com](http://www.insurancestudy.com)

Contact: EDWARD ZUREK at 866-339-3900 ext 308

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Anti-money Laundering - 2008	Life, Accident & Health and Property & Casualty	49543	3	Either	3
Self-Study	Cdhp Foundation	Accident & Health	53744	6	Life/Health	6
Classroom	Cdhp Plans For Businesses - 2009	Accident & Health	52483	2	Life/Health	2
Self-Study	Cdhp Processes And Tools - 2010	Accident & Health	53627	3	Life/Health	3
Classroom	Cltc - Designing Ltc Plans	Life	49701	2	Life/Health	2
Classroom	Cltc Comprehensive Course In Ltc Planning	Long Term Care	49519	15	Life/Health	15
Self-Study	Commercial Liability Insurance	Property & Casualty	52668	12	Property/Casualty	12
Classroom	Consumer Directed Health Care (cl)	Accident & Health	52491	4	Life/Health	4
Self-Study	Consumer Directed Health Care (ss)	Accident & Health	52922	4	Life/Health	4
Classroom	Crafting A Plan For Ltc And Funding It With An Appropriate Ins. Solution	Life	49722	3	Life/Health	3
Self-Study	Employee Benefits Program - 2009	Life and Accident & Health	53264	3	Life/Health	3
Classroom	Employee Post-enrollment Support - 2009	Accident & Health	52773	2	Life/Health	2
Classroom	Employee Pre-enrollment Support - 2009	Accident & Health	52484	2	Life/Health	2
Classroom	Employer Pre-enrollment Support And Your Cdhp Tools - 2009	Accident & Health	52774	2	Life/Health	2

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Website: [www.insurancestudy.com](http://www.insurancestudy.com)

Contact: EDWARD ZUREK at 866-339-3900 ext 308

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Errors And Omissions - Basic	Property & Casualty	49176	5	Property/Casualty	5
Self-Study	Ethics In Business - 2009	Ethics	53265	3	Ethics	3
Self-Study	Fema Flood - 2009	Flood	53156	3	Property/Casualty	3
Classroom	Financial Strategies For Today	Life	52938	12	Life/Health	12
Self-Study	Homeowners Insurance - 2009	Property & Casualty	53267	12	Property/Casualty	12
Self-Study	Insurance Ethics: Making The Right Decisions	Ethics	50478	3	Ethics	3
Classroom	Knowledge Institute Part A	Accident & Health	52008	15	Life/Health	15
Self-Study	Life Insurance Basics - 2009	Life	53266	3	Life/Health	3
Self-Study	Long Term Care Insurance And Partnership Policies	Long Term Care	52351	8	Life/Health	8
Self-Study	Ltc Partnership - Naic 4 Hour 2009/10 Renewal Training	Long Term Care	52921	4	Life/Health	4
Self-Study	Market Conduct And Agent Blunders - 2008	Life, Accident & Health and Property & Casualty	49263	15	Either	15
Self-Study	Mediation And Alternate Dispute Resolution - 2009	Life	52772	12	Life/Health	12
Self-Study	Nahu Ethics - National Association Of Health Underwriters	Ethics	49175	3	Ethics	3
Self-Study	Property & Casualty Concepts - 2008	Casualty	49215	6	Property/Casualty	6
Self-Study	The Fundamentals Of Life Insurance Polices	Life	52775	12	Life/Health	12
Self-Study	The Wellness Story	Life and Accident & Health	51514	5	Life/Health	5
Self-Study	Understanding Ancillary Benefits - 2008	Life and Accident & Health	50724	2	Life/Health	2

**0011 INTERNATIONAL FOUNDATION OF EMPLOYEE BENEFIT PLANS, INC.**

18700 W BLUEMOUND RD, BOX 69  
BROOKFIELD, WI 53045

Website: [www.ifebp.org](http://www.ifebp.org)

Contact: LISA N. APMANN at 262-373-7642

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2010 Trustees & Administrators Institutes - Administrators Track	Life and Accident & Health	53663	13	Life/Health	13

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

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0011 INTERNATIONAL FOUNDATION OF EMPLOYEE BENEFIT PLANS, INC.

18700 W BLUEMOUND RD, BOX 69  
BROOKFIELD, WI 53045

Website: [www.ifebp.org](http://www.ifebp.org)

Contact: LISA N. APMANN at 262-373-7642

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Cebs Course 8: Human Resources & Compensation Management (2009)	Life	52811	24	Life/Health	24
Self-Study	Cms 2: Compensation Concepts And Principles (cebs Comp 1) 2009	Life	52813	24	Life/Health	24
Self-Study	EI 13 Erisa - 2009	Life and Accident & Health	53595	7	Life/Health	7
Self-Study	EI 14 Userra - 2009	Life	53596	6	Life/Health	6
Self-Study	EI 16 Ethics For Insurance Agents - 2009	Ethics	53597	5	Ethics	5
Self-Study	EI 17 Fmla	Life and Accident & Health	49829	9	Life/Health	9
Self-Study	EI 18 Vendor Management	Life and Accident & Health	49830	7	Life/Health	7
Self-Study	EI 19 Short And Long Term Disability	Accident & Health	49831	2	Life/Health	2
Self-Study	EI 20 Life & Accidental Death And Dismemberment	Life and Accident & Health	50791	3	Life/Health	3
Self-Study	EI 21 Consumer Driven Health Care	Accident & Health	50790	7	Life/Health	7
Self-Study	EI 22 Prescription Drugs	Accident & Health	50789	7	Life/Health	7
Self-Study	EI 23 Wellness And Disease Management	Life and Accident & Health	52051	4	Life/Health	4
Self-Study	EI 24 Fiduciary Responsibility	Life and Accident & Health	52050	1	Life/Health	1
Self-Study	EI 25 Hipaa Privacy	Life and Accident & Health	52049	1	Life/Health	1
Self-Study	EI01 Hipaa Security Rule Basics	Life and Accident & Health	51393	4	Life/Health	4
Self-Study	EI02 - Hsas & Hras (2008)	Accident & Health	50845	6	Life/Health	6
Self-Study	EI03 - Introduction To Health Care & Group Benefit Plans (2008)	Accident & Health	50844	5	Life/Health	5
Self-Study	EI05 - Introduction To Compensation (2008)	Life and Accident & Health	50843	5	Life/Health	5
Self-Study	EI06 - Medicare Part D (2008)	Accident & Health	50842	6	Life/Health	6
Self-Study	EI07 Cobra	Life and Accident & Health	51391	4	Life/Health	4
Self-Study	EI08-section 125 Plans (2009)	Life and Accident & Health	51843	4	Life/Health	4
Self-Study	EI09-overview Of Retirement Plans (2009)	Life	51842	2	Life/Health	2

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BROOKFIELD, WI 53045

Website: [www.ifebp.org](http://www.ifebp.org)

Contact: LISA N. APMANN at 262-373-7642

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	EI10-defined Contribution Plans (2009)	Life and Accident & Health	51841	2	Life/Health	2
Self-Study	EI11-defined Benefit Plans (2009)	Life	51840	2	Life/Health	2
Self-Study	Executive Compensation	Life and Accident & Health	53571	24	Life/Health	24
Self-Study	Gba 1 Group Health Plan Design	Accident & Health	50509	24	Life/Health	24
Self-Study	Gba 2 Group Benefits Management	Life and Accident & Health	50660	24	Life/Health	24
Classroom	Health Benefit Plan Basics - 2009	Life and Accident & Health	51392	15	Life/Health	15
Classroom	Introduction To Public Sector Benefits Administration	Life	53991	15	Life/Health	15
Self-Study	Personal Financial Planning 1: Concepts And Principles (2009)	Life	52812	24	Life/Health	24
Self-Study	Pfp 2: Personal Financial Planning 2: Tax And Estate Planning Techniques	Life	52810	24	Life/Health	24
Classroom	Public Sector 401, 403 & 457 Plans	Life	53992	15	Life/Health	15
Self-Study	Rpa 1 Retirement Plan Design - 2009	Life	53316	24	Life/Health	24
Self-Study	Rpa 2 Retirement Plan Management - 2009	Life	53317	24	Life/Health	24
Self-Study	Rpa 3: Cebs Course 7, Asset Management	Life	52809	24	Life/Health	24

**0135 INTERNATIONAL RISK MANAGEMENT INSTITUTE, INC.**

12222 MERIT DR STE 1450  
DALLAS, TX 75251

Website: [www.irmi.com](http://www.irmi.com)

Contact: MELISSA PARR at 972-960-7693

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	911 - What's Your Emergency?	Property & Casualty	50110	3	Property/Casualty	3
Classroom	Abcs Of The Construction Process	Property & Casualty	50106	3	Property/Casualty	3
Classroom	Building A Better Wrap-up	Property & Casualty	50109	3	Property/Casualty	3
Classroom	Building Information Modeling	Property & Casualty	50108	3	Property/Casualty	3
Classroom	Crc 28 - Thursday	Property & Casualty	49930	3	Property/Casualty	3
Classroom	Crc 28 - Tuesday Am	Property & Casualty	49934	3	Property/Casualty	3
Classroom	Crc 28 - Tuesday Pm	Property & Casualty	49933	3	Property/Casualty	3

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0135 INTERNATIONAL RISK MANAGEMENT INSTITUTE, INC.

12222 MERIT DR STE 1450  
DALLAS, TX 75251

Website: [www.irmi.com](http://www.irmi.com)

Contact: MELISSA PARR at 972-960-7693

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Crc 28 - Wednesday Am	Property & Casualty	49932	3	Property/Casualty	3
Classroom	Crc 28 - Wednesday Pm	Property & Casualty	49931	3	Property/Casualty	3
Classroom	Crc 29 - Monday Am	Property & Casualty	52846	3	Property/Casualty	3
Classroom	Crc 29 - Monday Pm	Property & Casualty	52847	3	Property/Casualty	3
Classroom	Crc 29 - Tuesday Am	Property & Casualty	52849	3	Property/Casualty	3
Classroom	Crc 29 - Tuesday Pm	Property & Casualty	52850	3	Property/Casualty	3
Classroom	Crc 29 - Wednesday Am	Property & Casualty	52851	3	Property/Casualty	3
Classroom	Crc 29 - Wednesday Pm	Property & Casualty	52852	3	Property/Casualty	3
Classroom	Crc 29 - Workers Compensation Insurance For Contractors	Property & Casualty	52848	6	Property/Casualty	6
Classroom	Crc 29 -thursday Am	Property & Casualty	52853	3	Property/Casualty	3

#### 0758 ISC SERVICES

1271 WEST MAPLE RD  
CLAWSON, MI 48017

Website: [WWW.ISCSERVICES.NET](http://WWW.ISCSERVICES.NET)

Contact: SANDRA BORG at 248-786-0127

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Water Damage & Restoration- 2008	Property & Casualty	49385	3	Property/Casualty	3

#### 0658 JEL PUBLISHING

P.O. Box 20595  
Bradenton, FL 34202

Website: [www.jelce.com](http://www.jelce.com)

Contact: NANCY E GOLD at 800-834-8915

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ethics For The Insurance Profession	Ethics	49597	4	Ethics	4
Self-Study	Flood Insurance - 2009	Flood	52970	7	Property/Casualty	7
Self-Study	Long Term Care	Long Term Care	52973	26	Life/Health	26
Self-Study	P&c For Personal & Commercial Use - 2008	Property & Casualty	50556	28	Property/Casualty	28
Self-Study	Retirement Products & Concepts - 2008	Life	50557	33	Life/Health	33

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March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0658 JEL PUBLISHING**

P.O. Box 20595  
Bradenton, FL 34202

Website: [www.jelce.com](http://www.jelce.com)

Contact: NANCY E GOLD at 800-834-8915

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Terms Of Insurance - 2009	Life, Accident & Health and Property & Casualty	52971	3	Either	3
Self-Study	Who Needs Life Insurance - 2009	Life	52972	12	Life/Health	12

**0558 JEROME P REIF**

5260 OVERHILL DRIVE  
SAGINAW, MI 48603

Website: [www.estatestrategist.com/reif](http://www.estatestrategist.com/reif)

Contact: JEROME P REIF at 989-790-1461

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Transfer Of The Family Business - 2009	Life	51083	3	Life/Health	3

**0524 JEWELERS MUTUAL INSURANCE COMPANY**

24 JEWELERS PARK DRIVE  
NEENAH, WI 54956

Website: [www.jewelersmutual.com](http://www.jewelersmutual.com)

Contact: VICKIE LAURENT at 800-336-5642 ext 2335

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Shipping Coverage - 2009	Property	53318	1	Property/Casualty	1
Classroom	Travel Coverage - 2009	Property	53319	1	Property/Casualty	1

**0004 KAPLAN FINANCIAL**

332 FRONT ST SOUTH STE 555  
LA CROSSE, WI 54601

Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	401(k) Plans - 2009	Life	53352	9	Life/Health	9
Self-Study	403(b) Plans 2nd Ed - 2008	Life	49463	15	Life/Health	15
Self-Study	A Guide To Ira Distributions (2nd Edition) 2009	Life	51689	6	Life/Health	6
Classroom	Abcs Of Ltc Insurance In The Business Market - 2009	Long Term Care	52279	1	Life/Health	1

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## Continuing Education Courses

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0004 **KAPLAN FINANCIAL**

332 FRONT ST SOUTH STE 555  
LA CROSSE, WI 54601

Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Accfp 101/102 Combo Class 5th Edition	Life	50516	15	Life/Health	15
Classroom	Accfp 103 - Investment Planning	Life	51919	32	Life/Health	32
Classroom	Accfp101 Fundamentals Of Personal Financial Planning (2009)	Life	51598	32	Life/Health	32
Classroom	Accfp102 Insurance & Employee Benefits (2009)	Life and Accident & Health	51597	40	Life/Health	40
Classroom	Accfp104 - Income Tax Planning (2009)	Life	51986	32	Life/Health	32
Classroom	Accfp105 - Retirement Planning (2009)	Life	52181	32	Life/Health	32
Self-Study	Advance Planning For Senior Needs - 2009	Life	52100	9	Life/Health	9
Self-Study	Advanced Annuities Training Course - 2009	Life	52439	9	Life/Health	9
Self-Study	Advanced Applications Of Life Insurance - 2009	Life	52182	30	Life/Health	30
Self-Study	Advanced Ira Issues (2nd Edition) 2009	Life	51688	3	Life/Health	3
Classroom	Advanced Markets And Business Solutions - 2008	Life	49890	4	Life/Health	4
Classroom	Advanced Underwriting - 2009	Life and Accident & Health	52030	1	Life/Health	1
Classroom	Agents And Ethics- 2008	Ethics	49319	4	Ethics	4
Self-Study	Aml Best Practices For The Life Insurance Industry - 2010	Ethics	54209	3	Ethics	3
Self-Study	Analyzing Business Financial Statements - 2008	Life	49560	4	Life/Health	4
Self-Study	Annuities - 2009	Life	51686	13	Life/Health	13
Self-Study	Annuities For Today's Investor - 2009	Life	52230	4	Life/Health	4
Classroom	Annuities In The Financial Planning Process - 2008	Life	49402	4	Life/Health	4
Self-Study	Annuity Concepts - 2009	Life	52223	8	Life/Health	8
Self-Study	Anti-money Laundering Fundamentals- 2008	Life and Accident & Health and Ethics	49526	4	Life/Health	1
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Anti-money Laundering Laws & Practices	Life and Accident & Health	52823	4	Life/Health	4
Self-Study	Asset Allocation - 2009	Life	52085	4	Life/Health	4
Self-Study	Asset Allocation In Variable Annuities - 2008	Life	49849	3	Life/Health	3

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Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Auto Physical Damage Basics 3rd Ed	Property & Casualty	52472	24	Property/Casualty	24
Self-Study	Building Client Wealth 2nd Ed - 2008	Life	49430	10	Life/Health	10
Self-Study	Business Continuation Training Course - 2009	Life	52342	19	Life/Health	19
Self-Study	Business Income Coverages - 2009	Property & Casualty	52090	8	Property/Casualty	8
Self-Study	Business Insurance Concepts - 2009	Life	52130	17	Life/Health	17
Classroom	Business Max - The Application Of Structured Sales - 2009	Life	53529	1	Life/Health	1
Self-Study	Business Practices For Selling Securities - 2009	Life	51684	5	Life/Health	5
Self-Study	Charitable Giving - 2009	Life	52125	9	Life/Health	9
Classroom	Claim Adjuster Investigation - 2009	Property & Casualty	53418	4	Property/Casualty	4
Self-Study	Claim Basics - 2009	Property & Casualty	52232	6	Property/Casualty	6
Self-Study	Claim Evaluation & Settlement - 2009	Property & Casualty	52093	4	Property/Casualty	4
Self-Study	Claim Investigation - 2009	Property & Casualty	52096	5	Property/Casualty	5
Self-Study	Claim Statements - 2009	Property & Casualty	52225	11	Property/Casualty	11
Self-Study	Claim Statements 3rd Edition	Property & Casualty	54189	10	Property/Casualty	10
Self-Study	Commercial Auto Coverage - 9th Ed (2010)	Property & Casualty	54156	15	Property/Casualty	15
Self-Study	Commercial Auto Rating - 2009	Property & Casualty	52247	9	Property/Casualty	9
Self-Study	Commercial Crime Coverage - 2009	Property & Casualty	52089	12	Property/Casualty	12
Classroom	Commercial General Liability - 2008	Property & Casualty	49406	4	Property/Casualty	4
Self-Study	Commercial General Liability Coverage 7th Ed (2009)	Property & Casualty	52026	15	Property/Casualty	15
Self-Study	Commercial General Liability Rating 8th Edition	Property & Casualty	54186	7	Property/Casualty	7
Self-Study	Commercial Inland Marine Coverage - 2009	Property & Casualty	52099	10	Property/Casualty	10
Self-Study	Commercial Property Coverage 5th Edition - 2008	Property & Casualty	49827	13	Property/Casualty	13
Classroom	Commercial Property Principles - 2008	Property & Casualty	49409	4	Property/Casualty	4
Self-Study	Commercial Property Rating - 2009	Property & Casualty	52094	4	Property/Casualty	4
Self-Study	Commercial Property Rating 9th Ed - 2010	Property & Casualty	53672	12	Property/Casualty	12
Self-Study	Commercial Umbrella - 2008	Property & Casualty	49826	11	Property/Casualty	11
Self-Study	Communications With The Public - 2009	Life	52341	3	Life/Health	3

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LA CROSSE, WI 54601

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Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Corporate Split Dollar - 2009	Life	53118	1	Life/Health	1
Self-Study	Determining Retirement Income Needs - 2010	Life	53807	2	Life/Health	2
Self-Study	Disability Income Concepts - 2009	Accident & Health	52098	3	Life/Health	3
Classroom	Disability Income Insurance - 2008	Accident & Health	50097	4	Life/Health	4
Self-Study	Disability Income Insurance - 2009	Accident & Health	52227	11	Life/Health	11
Classroom	Disability Income Insurance: The Forgotten Need - 2008	Accident & Health	49439	4	Life/Health	4
Self-Study	Distribution Planning: Premature Distributions - 2008	Life	49851	3	Life/Health	3
Self-Study	Distribution Planning: Required Distributions - 2008	Life	49850	4	Life/Health	4
Self-Study	Distributions From Qualified Plans 3rd Ed - 2008	Life	49461	15	Life/Health	15
Self-Study	Dwelling Coverage (2009)	Property & Casualty	52246	7	Property/Casualty	7
Self-Study	Equity-indexed Annuities 2nd Ed - 2009	Life	52224	5	Life/Health	5
Self-Study	Estate Planning Concepts 10th Edition	Life	50510	15	Life/Health	15
Classroom	Estate Planning For Insurance And Securities Professionals - 2008	Life	50113	4	Life/Health	4
Self-Study	Estate Planning Training Course (11th Ed) - 2009	Life	52445	12	Life/Health	12
Classroom	Estate Planning: Passing It On - 2009	Life	53415	4	Life/Health	4
Self-Study	Ethical Insurance Producer - 2008	Ethics	49561	3	Ethics	3
Self-Study	Ethical Practices 2nd Edition (rev) 2010	Life and Accident & Health and Ethics	54187	12	Ethics	3
		Life and Accident & Health and Ethics			Life/Health	9
Self-Study	Ethics - 2009	Ethics	52079	3	Ethics	3
Self-Study	Ethics At Work - 2009	Ethics	52078	4	Ethics	4
Self-Study	Ethics For General Securities Registered Representatives -2009	Ethics	52127	4	Ethics	4
Self-Study	Ethics For Packaged Products Salespersons - 2009	Ethics	52086	3	Ethics	3
Self-Study	Ethics For Property And Casualty Professionals - 2008	Ethics	49472	8	Ethics	8
Self-Study	Ethics For The Insurance Professional 3rd Ed - 2008	Ethics	49470	7	Ethics	7
Classroom	Executive Bonus 101 (2009)	Life	51845	1	Life/Health	1

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Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Executive Bonus Plans - 2009	Life and Accident & Health	52077	2	Life/Health	2
Self-Study	Fic Adv: Introduction To Advanced Markets (2009)	Life	52025	15	Life/Health	15
Self-Study	Fic Basic: Ethics For The Insurance Professional 3rd Ed - 2008	Ethics	49471	7	Ethics	7
Self-Study	Fic Basic: Introduction To Life Insurance (2009)	Life	52024	15	Life/Health	15
Self-Study	Fic Grad Ii: Business Insurance Concepts (2009)	Life and Accident & Health	52023	15	Life/Health	15
Self-Study	Fic Grad Iii: Financial Products Training Course (2009)	Life	52022	15	Life/Health	15
Self-Study	Fic Intermediate: Needs Analysis (2009)	Life	52021	15	Life/Health	15
Self-Study	Ficf Graduate I - Estate Planning Concepts	Life	50992	15	Life/Health	15
Self-Study	Ficf Graduate I: Estate Planning - 2010	Life	54203	30	Life/Health	30
Self-Study	Financial Challenges Facing Retirees - 2010	Life	53741	5	Life/Health	5
Classroom	Financial Planning In Retirement - 2009	Life	52250	4	Life/Health	4
Self-Study	Financial Planning Process Course - 2009	Life	52131	22	Life/Health	22
Self-Study	Financial Planning Process Course 8th Edition	Life	49896	15	Life/Health	15
Classroom	Financial Products Training Course - 2009	Life	52082	12	Life/Health	12
Classroom	Financial Strategies To Achieve Client Objectives - 2009	Life	52249	4	Life/Health	4
Self-Study	Fp 103 Investment Planning	Life	49172	15	Life/Health	15
Self-Study	Fp 104: Income Tax Planning	Life	49866	15	Life/Health	15
Self-Study	Fp 105: Planning For Retirement	Life and Accident & Health	49865	15	Life/Health	15
Self-Study	Fp 106: Estate Planning	Life	49864	15	Life/Health	15
Self-Study	Fp101 - Fundamentals Of Personal Financial Planning (2009)	Life	52034	15	Life/Health	15
Self-Study	Fp102 - Insurance And Employee Benefits (2009)	Life and Accident & Health	53410	15	Life/Health	15
Classroom	Fundamentals Of Life Settlements - 2009	Life	53117	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0004 KAPLAN FINANCIAL

332 FRONT ST SOUTH STE 555  
LA CROSSE, WI 54601

Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Group Carve-out Plans - 2009	Life and Accident & Health	52126	3	Life/Health	3
Self-Study	Group Insurance - 2009	Life and Accident & Health	52080	6	Life/Health	6
Self-Study	Health Concepts 18th Ed - 2009	Accident & Health	53182	32	Life/Health	32
Classroom	Health Insurance Fundamentals: Meeting The Needs Of Your Client - 2008	Accident & Health	49399	4	Life/Health	4
Self-Study	Health Savings Accounts - 2009	Accident & Health	51685	4	Life/Health	4
Classroom	Homeowners Insurance Overview 3rd Ed	Property & Casualty	49888	4	Property/Casualty	4
Classroom	How A Variable Universal Life Policy Works - 2009	Life	52220	1	Life/Health	1
Self-Study	Illits And Estate Planning - 2009	Life	52448	2	Life/Health	2
Self-Study	Indexed Products	Life	49267	4	Life/Health	4
Self-Study	Individual Retirement Accounts 5th Ed - 2009	Life	52128	5	Life/Health	5
Self-Study	Insurance Ethics & Consumer Protection - 2009	Ethics	52087	1	Ethics	1
Self-Study	Insurance Fraud Awareness - 2009	Life and Accident & Health	52081	12	Life/Health	12
Classroom	Insurance Options In A Competitive Marketplace - 2009	Life and Accident & Health	52222	2	Life/Health	2
Self-Study	Insurance Packages For Small Businesses - 3rd Ed (2010)	Property & Casualty	54154	9	Property/Casualty	9
Classroom	Insurance Planning For Seniors 3rd Edition - 2008	Life and Accident & Health	49403	4	Life/Health	4
Classroom	Insurance Suitability: Matching The Product - 2008	Life	49401	4	Life/Health	4
Self-Study	Interpreting Medical Reports 2nd Edition	Life and Accident & Health	54182	15	Life/Health	15
Classroom	Introducing Variable Universal Life - 2009	Life	52221	1	Life/Health	1
Self-Study	Introduction To Advanced Markets - 2009	Life	52091	12	Life/Health	12
Self-Study	Introduction To Life Insurance - 2009	Life	52083	6	Life/Health	6
Self-Study	Introduction To Life Insurance 2nd Edition	Life	54191	15	Life/Health	15
Self-Study	Introduction To Trusts - 2009	Life	52103	4	Life/Health	4

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Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Introduction To Trusts: Case Studies - 2009	Life	53071	5	Life/Health	5
Self-Study	Investing Retirement Assets - 2009	Life	53537	6	Life/Health	6
Classroom	Investment Options & Taxation - 2009	Life	52228	4	Life/Health	4
Classroom	Iras Today: Products & Distributions - 2009	Life	52229	4	Life/Health	4
Classroom	Keeping Business Legal And Ethical - 2009	Ethics	53413	4	Ethics	4
Self-Study	Key Employee - 2009	Life	52095	3	Life/Health	3
Self-Study	Legal Concepts And Doctrines - 2009	Life and Accident & Health	52226	7	Life/Health	7
Self-Study	Life Concepts - 2009	Life	53409	15	Life/Health	15
Classroom	Life Insurance Best Practices - 2008	Life	49407	4	Life/Health	4
Classroom	Life Insurance Fundamentals: Meeting The Needs - 2008	Life	49194	4	Life/Health	4
Self-Study	Life Insurance In Action - 2009	Life	52340	3	Life/Health	3
Self-Study	Life Insurance Policy Comparison And Underwriting 2nd Edition	Life	54190	17	Life/Health	17
Self-Study	Life Insurance Suitability - 2008	Life and Ethics	49469	8	Ethics	1
		Life and Ethics			Life/Health	7
Self-Study	Life Settlements - 2008	Life	49429	7	Life/Health	7
Classroom	Life Settlements: Overview - 2009	Life	53411	2	Life/Health	2
Self-Study	Living Trust Concepts - 2009	Life	52444	3	Life/Health	3
Self-Study	Long Term Care - 2009	Long Term Care	52129	15	Life/Health	15
Self-Study	Long Term Care 5th Edition (2008)	Long Term Care	49913	6	Life/Health	6
Self-Study	Long Term Care Suitability 2nd Edition- 2010	Long Term Care	54192	14	Life/Health	14
Classroom	Long Term Care Today (4-hr)	Long Term Care	49734	4	Life/Health	4
Self-Study	Long-term Care Concepts 4th Edition - 2009	Long Term Care	53408	3	Life/Health	3
Self-Study	Long-term Care Suitability 2nd Edition - 2009	Long Term Care	53528	14	Life/Health	14
Self-Study	Managing Compliance: A Guide For Insurance Professionals - 2008	Life and Accident & Health and Ethics	50095	15	Life/Health	12
		Life and Accident & Health and Ethics			Ethics	3

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0004 **KAPLAN FINANCIAL**

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Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Managing Risk With Property Inspections - 2009	Property & Casualty	51228	6	Property/Casualty	6
Self-Study	Market Conduct For Life Insurance Agents- 2008	Life and Ethics	49690	6	Life/Health	3
		Life and Ethics			Ethics	3
Self-Study	Medical Tests And Signs 3rd Edition	Life and Accident & Health	54193	11	Life/Health	11
Self-Study	Medicare & Medigap Insurance - 2009	Life and Accident & Health	52245	8	Life/Health	8
Classroom	Meeting Personal & Business Needs With Variable Universal Life - 2009	Life	52219	1	Life/Health	1
Classroom	Mi Agents And Ethics - 2008	Ethics	49386	3	Ethics	3
Classroom	Mi Making Sense Of Taxes Ce Class - 2009	Life	51225	1	Life/Health	1
Self-Study	Mutual Funds - 2009	Life	52084	5	Life/Health	5
Self-Study	Mutual Funds Concepts (2nd Ed) - 2009	Life	52446	4	Life/Health	4
Self-Study	Needs Analysis - 2009	Life	52101	9	Life/Health	9
Classroom	Needs Analysis: Fact Finding & Case Analysis - 2009	Life	52218	2	Life/Health	2
Classroom	Overview Of The Deficit Reduction Act 1-hr (2009)	Life and Accident & Health	51844	1	Life/Health	1
Self-Study	Pension Planning Concepts - 2009	Life	52440	12	Life/Health	12
Self-Study	Pensions And Profit Sharing - 2009	Life	52102	15	Life/Health	15
Self-Study	Personal Auto Coverage - 2009	Property & Casualty	52239	12	Property/Casualty	12
Self-Study	Personal Auto Rating 4th Ed - 2009	Property & Casualty	52236	9	Property/Casualty	9
Self-Study	Personal Inland Marine & Watercraft Coverages - 2009	Property & Casualty	52234	8	Property/Casualty	8
Self-Study	Personal Lines Endorsements - 2008	Property & Casualty	49825	11	Property/Casualty	11
Classroom	Planning For The Inevitable: Death And Taxes - 2009	Life	53412	4	Life/Health	4
Self-Study	Policy Interpretation - 2009	Life and Accident & Health	53052	3	Life/Health	3
Classroom	Power And Prosperity- Indexed Annuities - 2010	Life	53902	2	Life/Health	2
Self-Study	Preserving Client Assets 2nd Ed - 2008	Life and Accident & Health	49485	7	Life/Health	7

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0004 KAPLAN FINANCIAL

332 FRONT ST SOUTH STE 555  
LA CROSSE, WI 54601

Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Preventing Errors & Omissions For Insurance Agents - 2008	Life and Accident & Health	49225	2	Life/Health	2
Self-Study	Principles Of Asset Management - 2009	Life	52238	14	Life/Health	14
Self-Study	Principles Of Retirement Planning - 2009	Life and Accident & Health	51823	32	Life/Health	32
Self-Study	Problematic Beneficiary Designations - 2009	Life	51690	5	Life/Health	5
Self-Study	Property Casualty Concepts 11th Ed	Property & Casualty	50154	36	Property/Casualty	36
Self-Study	Property-casualty Principles 3rd Ed (2009)	Property & Casualty	52033	8	Property/Casualty	8
Self-Study	Qualified And Nonqualified Plans - 2009	Life	52244	15	Life/Health	15
Self-Study	Qualified Financial Advisor - 2009	Life	53527	15	Life/Health	15
Classroom	Qualified Plan Distributions - 2008	Life	49889	4	Life/Health	4
Classroom	Realistic Retirement Plannig - 2008	Life and Accident & Health	49405	4	Life/Health	4
Self-Study	Reinsurance Basics - 2009	Property & Casualty	52240	7	Property/Casualty	7
Self-Study	Residential Construction Basics 3rd Edition	Property & Casualty	54184	15	Property/Casualty	15
Self-Study	Retirement Income Strategies- 2008	Life	49432	6	Life/Health	6
Self-Study	Retirement Planning - 2009	Life	52441	5	Life/Health	5
Self-Study	Retrospective Rating - 2009	Property & Casualty	52242	8	Property/Casualty	8
Self-Study	Risk & Return - 2009	Life	53072	4	Life/Health	4
Self-Study	Risk Management - 2009	Life and Accident & Health	52027	9	Life/Health	9
Classroom	Risk: Detect And Protect - 2009	Property & Casualty	53416	4	Property/Casualty	4
Self-Study	Rollovers 3rd Ed - 2008	Life	49559	7	Life/Health	7
Self-Study	Section 529 Plans - 2008	Life	49431	6	Life/Health	6
Self-Study	Section 529 Plans - 2009	Life	52442	4	Life/Health	4
Classroom	Senior Needs Planning - 2009	Life and Accident & Health	52447	4	Life/Health	4
Self-Study	Senior Needs Planning 3rd Edition - 2008	Life and Accident & Health	50114	15	Life/Health	15
Classroom	Small Businessowners Insurance 3rd Edition	Property & Casualty	49541	4	Property/Casualty	4
Classroom	Social Security 2000 And Beyond - 2009	Life and Accident & Health	51687	4	Life/Health	4

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## Continuing Education Courses

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0004 **KAPLAN FINANCIAL**

332 FRONT ST SOUTH STE 555  
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Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Social Security And Medicare 2nd Edition	Life and Accident & Health	54183	12	Life/Health	12
Self-Study	Stretch Distributions Rom Iras & Non-qualified Annuities - 2010	Life	54170	7	Life/Health	7
Self-Study	Suitability For Annuities - 2010	Life and Ethics	54155	4	Life/Health	2
		Life and Ethics			Ethics	2
Self-Study	Suitability For Traditional Life And UI Ins.- 2008	Life and Accident & Health and Ethics	49525	7	Life/Health	4
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Suitability Standards For Life Insurance & Annuities - 2009	Life	52443	12	Life/Health	12
Classroom	Survey Of Advanced Sales - 2008	Life	50096	4	Life/Health	4
Classroom	Survey Of Life Settlements - 2009	Life	53421	3	Life/Health	3
Self-Study	Taxation Of Financial Products 2nd Edition - 2008	Life	49462	15	Life/Health	15
Self-Study	Taxation Of Life Insurance And Annuities - 2008	Life	49428	8	Life/Health	8
Classroom	Tearing Apart Homeowners Policy - 2009	Property & Casualty	53407	4	Property/Casualty	4
Classroom	Tearing Apart The Automobile Policy - 2009	Property & Casualty	53406	4	Property/Casualty	4
Classroom	Tearing Apart The Insurance Policy - 2009	Property & Casualty	53420	4	Property/Casualty	4
Self-Study	Terrorism Coverage For Commercial Lines - 2009	Property & Casualty	51824	7	Property/Casualty	7
Classroom	The Emerging Multi-life Long Term Care Market - 2009	Long Term Care	52278	2	Life/Health	2
Classroom	The Many Faces Of Insurance - 2009	Life and Accident & Health	53419	4	Life/Health	4
Classroom	The Smith Family (2hr) - 2009	Life and Accident & Health	53120	2	Life/Health	2
Classroom	The Smith Family (3hr) - 2009	Life and Accident & Health	53119	1	Life/Health	1
Classroom	Today's Estate Planning Strategies - 2009	Life	52231	4	Life/Health	4
Self-Study	Traditional Life Insurance - 2009	Life	52233	4	Life/Health	4
Classroom	Trusts, Buy-sell Agreements And Other Estate Planning Techniques - 2009	Life	53414	4	Life/Health	4

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

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332 FRONT ST SOUTH STE 555  
LA CROSSE, WI 54601

Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Types Of Business Organizations - 2009	Life and Accident & Health	52032	4	Life/Health	4
Self-Study	Umbrella Liability Coverage (3rd Edition) 2009	Property & Casualty	51691	8	Property/Casualty	8
Self-Study	Understanding 1035 Exchanges - 2008	Life	49434	6	Life/Health	6
Self-Study	Understanding Client Needs 2nd Edition - 2008	Life and Accident & Health	49433	8	Life/Health	8
Classroom	Understanding Construction Basics For Adjusters - 2009	Property & Casualty	53417	4	Property/Casualty	4
Self-Study	Understanding Iras 2nd Ed - 2008	Life	49600	12	Life/Health	12
Self-Study	Understanding Iras 3rd Edition	Life	50204	15	Life/Health	15
Self-Study	Understanding Personal Umbrella Insurance 1st Edition - 2008	Property & Casualty	49852	9	Property/Casualty	9
Self-Study	Understanding Wills And Intestacy- 2008	Life	49848	3	Life/Health	3
Self-Study	Underwriting Basics - 2009	Property & Casualty	52248	14	Property/Casualty	14
Classroom	Underwriting Coronary Artery Disease 1 - 2009	Life and Accident & Health	52028	1	Life/Health	1
Classroom	Underwriting Coronary Artery Disease 2 - 2009	Life and Accident & Health	52029	1	Life/Health	1
Self-Study	Universal Life Basics - 2009	Life	52235	4	Life/Health	4
Classroom	Uses Of Life Insurance In The Business Market - 2008	Life	49404	4	Life/Health	4
Classroom	Using Life Insurance For Business Succession Planning - 2008	Life	49408	4	Life/Health	4
Classroom	Using Trusts To Meet Client Needs - 2008	Life	50115	4	Life/Health	4
Self-Study	Valuing A Business - 2009	Life and Accident & Health	52031	5	Life/Health	5
Self-Study	Variable Contracts - 2009	Life	52438	7	Life/Health	7
Classroom	Variable Contracts In The Financial Planning Process - 2008	Life	50112	4	Life/Health	4
Self-Study	Variable Contracts: Case Studies (2009)	Life	52449	5	Life/Health	5
Self-Study	Variable Universal Life Basics - 2009	Life	52243	3	Life/Health	3
Self-Study	Wealth Management 101	Life	51553	15	Life/Health	15
Self-Study	Workers Compensation Coverage - 2009	Property & Casualty	52241	9	Property/Casualty	9
Self-Study	Workers Compensation Rating - 2009	Property & Casualty	52237	3	Property/Casualty	3

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**0004 KAPLAN FINANCIAL**

332 FRONT ST SOUTH STE 555  
LA CROSSE, WI 54601

Website: [www.kaplanfinancial.com](http://www.kaplanfinancial.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	You Cant Take It With You: Lifetime Gifts And Transfers - 2009	Life	53351	4	Life/Health	4

**0864 KAUFMAN, PAYTON & CHAPA, P.C.**

30083 NORTHWESTERN HWY  
STE 200  
FARMINGTON HILLS, MI 48334

Website: [kaufmanlaw.com](http://kaufmanlaw.com)

Contact: MARC D MELAMED at 248-626-5000

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Charitable Giving Strategies	Life	52118	2	Life/Health	2
Classroom	Fundamentals Of Estate Planning	Life	52117	3	Life/Health	3
Classroom	Professional Ethics	Ethics	52120	3	Ethics	3
Classroom	Questions That Need Answers	Life	52116	1	Life/Health	1
Classroom	Simplifying Your Ira Beneficiaries	Life	52119	2	Life/Health	2

**0880 LIBERTY MUTUAL SURETY**

450 PLYMOUTH RD  
STE 400  
PLYMOUTH MEETING, PA 19462

Website: None Provided

Contact: JUDITH T DAVIS at 610-832-8319

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Commercial Surety Bonds	Property	53592	4	Property/Casualty	4
Classroom	Contract Surety & Construction Methods	Property	53591	8	Property/Casualty	8

**0863 LIBERTY SERVICES OF AMERICA INC.**

34090 JAMES J. POMPO  
FRASER, MI 48026

Website: [www.libertyservicesofamerica.cc](http://www.libertyservicesofamerica.cc)

Contact: CHRIS SCHMIDT at 586-294-3111

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Water Damage Restoration Agents And Adjusters Course	Property	51991	3	Property/Casualty	3

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0840 **LIG EDUCATIONAL & CONSULTING SERVICES, INC.**

PO BOX 55485

ST. PETERSBURG, FL 33732

Website: [www.ligecs.com](http://www.ligecs.com)

Contact: KAREN TISCHLER at 727-578-2800 ext 321

<b>Instruction Method</b>	<b>Course Name</b>	<b>Type</b>	<b>Course ID</b>	<b>Total Hours</b>	<b>Credit Type</b>	<b>Hours</b>
Classroom	Commercial Marine Insurance	Property & Casualty	49836	16	Property/Casualty	16
Classroom	Fundamentals Of Marine Insurance	Property & Casualty	52736	15	Property/Casualty	15
Classroom	Recreational Marine	Property & Casualty	51533	15	Property/Casualty	15

0320 **LORMAN BUSINESS CENTER, INC.**

P.O. BOX 509

2510 ALPINE ROAD

EAU CLAIRE, WI 54702-0509

Website: [www.lorman.com](http://www.lorman.com)

Contact: KARI J. CAMPBELL at 715-833-3940

<b>Instruction Method</b>	<b>Course Name</b>	<b>Type</b>	<b>Course ID</b>	<b>Total Hours</b>	<b>Credit Type</b>	<b>Hours</b>
Classroom	Medicaid & Elder Law: Representing Clients In New Legal Landscape - 2008	Life and Accident & Health	49773	8	Life/Health	8
Classroom	The 8 Greatest Estate Planning Techniques	Life	49288	8	Life/Health	8
Classroom	Workers' Compensation Update	Life and Accident & Health	49234	7	Life/Health	7

0848 **LTC CONNECTION, LLC**

394 Ocean Avenue Suite 1010

Revere, MA 02151

Website: None Provided

Contact: JANICE WEAVER at 888-582-3750

<b>Instruction Method</b>	<b>Course Name</b>	<b>Type</b>	<b>Course ID</b>	<b>Total Hours</b>	<b>Credit Type</b>	<b>Hours</b>
Classroom	Dra, Naic, And Ltc Partnership Training	Long Term Care	50564	8	Life/Health	8
Self-Study	Ltc Partnership Course (meeting Dra & Naic Requirements)	Long Term Care	50565	8	Life/Health	8

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0817 **LTCiTraining.com, LLC**  
 P.O. BOX 409  
 RABUN GAP, GA 30568

Website: [www.ltcitraining.com](http://www.ltcitraining.com)

Contact: JENNIFER SULLIVAN at 877-603-2771

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ltc Insurance Naic-dra Partnership Training - 2009	Long Term Care	53129	10	Life/Health	10

0852 **M.J. WHITE & SON INC**  
 30747 WEST TEN MILE ROAD  
 FARMINGTON HILLS, MI 48336

Website: None Provided

Contact: JAMES TOLE at 248-924-1058

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Claim Complexities	Property	53343	4	Property/Casualty	4
Classroom	Contents Cleaning And Risk Assessment	Property	50776	3	Property/Casualty	3
Classroom	Ethical Considerations In The Restoration Industry - 2010	Property and Ethics	53882	4	Property/Casualty	1
		Property and Ethics			Ethics	3
Classroom	Fire Restoration	Property	51870	5	Property/Casualty	5
Classroom	Green Awareness - The Agent, Insured & Restoration Contractor	Property	53342	4	Property/Casualty	4
Classroom	Reducing Restoration Cost	Property	52369	4	Property/Casualty	4
Classroom	Smoke And Odor Control In The Restoration Industry	Property	51444	4	Property/Casualty	4
Classroom	Trauma Scene Cleaning	Property	52197	3	Property/Casualty	3
Classroom	Water Mitigation In The Restoration Industry	Property	51871	4	Property/Casualty	4

0308 **MANULIFE FINANCIAL**  
 197 CLARENDON ST C7-1  
 BOSTON, MA 02116

Website: [www.manulife.com](http://www.manulife.com)

Contact: YANINA VATYNSKAYA at 617-572-0289

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	5 Ideas In 45 Minutes Or Less - 2009	Life	53363	2	Life/Health	2
Classroom	Buy Sell Planning - 2009	Life	53359	2	Life/Health	2
Classroom	Cross Endorsement Buy Sell	Life	53357	1	Life/Health	1

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## Continuing Education Courses

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0308 **MANULIFE FINANCIAL**  
197 CLARENDON ST C7-1  
BOSTON, MA 02116

Website: [www.manulife.com](http://www.manulife.com)

Contact: YANINA VATYNSKAYA at 617-572-0289

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Estate Planning Ideas With Vul - 2009	Life	53362	1	Life/Health	1
Classroom	Estate Planning With Deferred Annuities - 2009	Life	53358	1	Life/Health	1
Classroom	Leveraging Family Money To Pay Life Insurance Premiums - 2009	Life	51809	1	Life/Health	1
Classroom	Private Financing - 2009	Life	53361	1	Life/Health	1
Classroom	Section 6166: Estate Liquidity Planning	Life	51854	1	Life/Health	1
Classroom	The Cross Endorsment Buy Sell - 2009	Life	53301	1	Life/Health	1

0711 **MARSH USA**  
c/o KAPLAN FINANCIAL  
332 FRONT ST SOUTH, STE 555  
LA CROSSE, WI 54601

Website: [www.marsh.com](http://www.marsh.com)

Contact: EMY SKALLA at 608-779-5599 ext 2444

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Us Customs & Border Protection 101	Property & Casualty	52254	2	Property/Casualty	2

0807 **MARY F. SMITH**  
520 Madison Ave., Ste 1041  
Toledo, OH 43604

Website: None Provided

Contact: MARY F SMITH at 419-865-7300

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Surety Agent Continuing Education - 2009	Casualty and Ethics	51819	24	Property/Casualty	21
		Casualty and Ethics			Ethics	3

# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0007 MICHIGAN ASSOCIATION OF INSURANCE AGENTS (MAIA)

P O BOX 80620

LANSING, MI 48908-0620

Website: [www.michagent.org](http://www.michagent.org)

Contact: BEVERLY FINK at 517-323-0041 ext 226

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	A Practical Guide To Agency E&o Risk Management - 2009	Life, Accident & Health, Prop & Casualty & Ethics	52894	6	Ethics	3
		Life, Accident & Health, Prop & Casualty & Ethics			Either	3
Classroom	Aai 81a - 2009	Property & Casualty	52900	8	Property/Casualty	8
Classroom	Aai 81b - 2009	Property & Casualty	52899	8	Property/Casualty	8
Classroom	Aai 81c - 2009	Property & Casualty	52898	8	Property/Casualty	8
Classroom	Aai 82a - 2009	Property & Casualty	52897	8	Property/Casualty	8
Classroom	Aai 82b - 2009	Property & Casualty	52896	8	Property/Casualty	8
Classroom	Aai 82c - 2009	Property & Casualty	52895	8	Property/Casualty	8
Classroom	Aai 83a - 2009	Life, Accident & Health and Property & Casualty	51628	8	Either	8
Classroom	Aai 83b - 2009	Life, Accident & Health and Property & Casualty	51629	8	Either	8
Classroom	Aai 83c- 2009	Life, Accident & Health, Prop & Casualty & Ethics	51630	8	Either	6
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	2
Classroom	Additional Insureds & Certificates - Filling In The Gaps 2008	Property & Casualty	50186	3	Property/Casualty	3
Classroom	Agency E&o Risk Management	Life, Accident & Health, Prop & Casualty & Ethics	53180	6	Either	3
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Classroom	Agency Perpetuation: Internal Vs. Mergers & Acquisitions	Life, Accident & Health and Property & Casualty	53338	3	Either	3
Classroom	Agents' Standard Of Care - Ethical And Legal	Ethics	50176	3	Ethics	3
Classroom	Am I Covered When I Rent A Car? (2009)	Property & Casualty	52411	4	Property/Casualty	4

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Business Continuations: Time Element - 2010	Property & Casualty	54013	3	Property/Casualty	3
Classroom	Business Income Coverage Seminar - 2009	Property & Casualty	53091	4	Property/Casualty	4
Classroom	Car Rental Coverage / Michigan No Fault	Property & Casualty	51627	2	Property/Casualty	2
Classroom	Certificates Of Insurance - Perception And/or Reality	Property & Casualty	51624	2	Property/Casualty	2
Classroom	Certificates Of Insurance Or "how I Got A Job In The Prison Laundry"	Property & Casualty and Ethics	50888	3	Property/Casualty	2
		Property & Casualty and Ethics			Ethics	1
Classroom	Changes In The Cgl - 2009	Property & Casualty	53096	4	Property/Casualty	4
Classroom	Commercial Lines Issues & Solutions - 2009	Property & Casualty	53258	3	Property/Casualty	3
Classroom	Commercial Lines Issues 2009	Property & Casualty	51625	2	Property/Casualty	2
Classroom	Common Misconceptions In Commercial Lines - 2009	Property & Casualty	52410	3	Property/Casualty	3
Classroom	Contracts And Leases (2008)	Property & Casualty	50585	2	Property/Casualty	2
Classroom	Coverage Challenges In The 2004 Cgl - 2009	Property & Casualty	53094	3	Property/Casualty	3
Classroom	Disaster Planning - 2008	Property & Casualty	50182	3	Property/Casualty	3
Classroom	Employment Practices Liability 2009	Property & Casualty	51626	2	Property/Casualty	2
Classroom	Ethical Behavior - 2009	Ethics	52412	3	Ethics	3
Classroom	Ethical Considerations - 2009	Ethics	53035	3	Ethics	3
Classroom	Ethics & The Insurance Producer - 2009	Ethics	52893	3	Ethics	3
Classroom	Ethics And The Law - 2009	Ethics	52407	3	Ethics	3
Self-Study	Ethics For Insurance Professionals	Ethics	53079	3	Ethics	3
Classroom	Ethics In Insurance	Ethics	53038	3	Ethics	3
Self-Study	Excluded Or Included: Finding Coverage Within The Exclusions	Property & Casualty	53078	4	Property/Casualty	4
Classroom	Exposure Identification - 2009	Property & Casualty	53093	4	Property/Casualty	4
Classroom	Flood Seminar 2009	Flood	51623	3	Property/Casualty	3
Classroom	From Personal To Commercial: Get The Competitive Edge With Aai	Property & Casualty	53034	3	Property/Casualty	3

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Contact: BEVERLY FINK at 517-323-0041 ext 226

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Growing Your Agency In Tough Times	Life, Accident & Health and Property & Casualty	53337	3	Either	3
Self-Study	Guide To Agency E&o Risk Management For Agency Managers	Life, Accident & Health, Prop & Casualty & Ethics	50975	6	Either	3
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Guide To Agency E&o Risk Management For Csrs	Life, Accident & Health, Prop & Casualty & Ethics	50976	6	Either	3
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Guide To Agency E&o Risk Management For Producers	Life, Accident & Health, Prop & Casualty & Ethics	50977	6	Either	3
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Classroom	How Do You Spell Personal Umbrella	Life, Accident & Health and Property & Casualty	50180	3	Either	3
Self-Study	How Do You Spell Personal Umbrella? (self-study)	Property & Casualty	53082	2	Property/Casualty	2
Classroom	How To Handle The Main Street To Elm Street Risks - 2008	Property & Casualty	50890	6	Property/Casualty	6
Classroom	Insurance Ethics And Fraud - 2009	Ethics	52409	4	Ethics	4
Classroom	Intro To Workers' Compensation Insurance - 2010	Property & Casualty	54014	4	Property/Casualty	4
Classroom	Iso Personal Auto Vs Insurer (non-iso) Personal Auto	Property & Casualty	53036	3	Property/Casualty	3
Classroom	Legislative Forum - 2009	Life, Accident & Health and Property & Casualty	53092	1	Either	1
Classroom	Legislative Insurance Issues	Life, Accident & Health and Property & Casualty	53339	3	Either	3
Classroom	Lessons Learned: Mistakes Agencies Have Made	Life, Accident & Health and Property & Casualty	50294	3	Either	3

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Contact: BEVERLY FINK at 517-323-0041 ext 226

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Life & Health Basic For The P&c Agent - 2010	Life	54012	3	Life/Health	3
Classroom	Life Insurance & Annuity Products Trends And Considerations	Life	53179	3	Life/Health	3
Classroom	Michigan Auto Insurance - 2009	Property & Casualty	52901	4	Property/Casualty	4
Classroom	Michigan Homeowners Insurance - 2010	Property & Casualty	54015	3	Property/Casualty	3
Classroom	Michigan Motorcycle Insurance - 2008	Property & Casualty	50181	3	Property/Casualty	3
Classroom	Motor Homes & Travel Trailers 2006 (2008)	Property & Casualty	50184	2	Property/Casualty	2
Self-Study	National Flood Insurance Program (self-study)	Flood	53081	6	Property/Casualty	6
Classroom	National Flood Insurance Program 2008	Flood	49919	4	Property/Casualty	4
Classroom	Personal Lines Claims Study #1 - 2010	Property & Casualty	54016	2	Property/Casualty	2
Classroom	Personal Lines Claims Study #2 - 2010	Property & Casualty	54017	2	Property/Casualty	2
Classroom	Personal Lines Issues & Answers - 2009	Property & Casualty	53259	3	Property/Casualty	3
Classroom	Practical Insurance Ethics - 2009	Ethics	52892	3	Ethics	3
Classroom	Protecting Your Assets - D&o, Fiduciary & Epli Coverages (2009)	Property & Casualty	52406	2	Property/Casualty	2
Classroom	Sixth Sense PI - I See Dead Accounts (2009)	Property & Casualty	52413	2	Property/Casualty	2
Classroom	Snowmobiles & Atvs - 2009	Property & Casualty	52408	2	Property/Casualty	2
Classroom	Successful Agency Perpetuation	Life, Accident & Health and Property & Casualty	50295	3	Either	3
Classroom	The Additional Insured Dilemma - 2009	Property & Casualty	53090	4	Property/Casualty	4
Classroom	The Adventures Of Ace Insura, Claims Detective	Property & Casualty	50178	3	Property/Casualty	3
Classroom	The Clock Is Ticking: The Business Income Time Bomb - 2010	Property & Casualty	54018	3	Property/Casualty	3
Classroom	The Commercial Property Cafe' - 2010	Property & Casualty	54019	3	Property/Casualty	3
Classroom	Top 20 Countdown For Personal And Commercial Lines Questions	Property & Casualty	50177	3	Property/Casualty	3
Classroom	Tqa Foundation - Jump Start Your Agency Planning	Life, Accident & Health and Property & Casualty	50393	4	Either	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0007 MICHIGAN ASSOCIATION OF INSURANCE AGENTS (MAIA)

P O BOX 80620  
LANSING, MI 48908-0620

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Contact: BEVERLY FINK at 517-323-0041 ext 226

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Tqa Foundation - Understanding Agency Value	Life, Accident & Health and Property & Casualty	50392	4	Either	4
Classroom	Trouble Shooting Personal Lines - 2009	Property & Casualty	53095	2	Property/Casualty	2
Classroom	Understanding Fraud - 2010	Property & Casualty	54021	3	Property/Casualty	3
Classroom	Understanding The Affluent Market	Property & Casualty	50291	3	Property/Casualty	3
Classroom	Watercraft & Umbrella - 2010	Property & Casualty	54020	3	Property/Casualty	3
Classroom	Watercraft Insurance 2006 (2008)	Property & Casualty	50185	2	Property/Casualty	2
Classroom	What's Hip/hot In Commercial Lines - 2008	Property & Casualty	50889	3	Property/Casualty	3
Classroom	When The Adjuster Says No - 2009	Property & Casualty	53097	3	Property/Casualty	3
Classroom	Who Is An Insured?	Property & Casualty	53037	3	Property/Casualty	3
Self-Study	Workers Compensation Experience Rating - Version 2	Property & Casualty	53080	3	Property/Casualty	3

#### 0518 MIDLAND NATIONAL LIFE ANNUITY DIV

4601 WESTOWN PARKWAY  
SUITE 300  
WEST DES MOINES, IA 50266

Website: None Provided

Contact: CATHY WILKINSON at 515-440-5524

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Understanding Guar Lifetime Withdrawal Benefit Riders On Fixed Annuities	Life	54167	2	Life/Health	2

#### 0861 MIDWEST FINANCIAL NETWORK

39500 HIGH POINTE BLVD., #400  
NOVI, MI 48375

Website: [www.midwestfbg.com](http://www.midwestfbg.com)

Contact: TED KOTSAKIS at 248-348-4900

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Business Planning	Life and Accident & Health	51898	4	Life/Health	4
Classroom	Estate Planning	Life and Accident & Health	51899	4	Life/Health	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0861 MIDWEST FINANCIAL NETWORK**

39500 HIGH POINTE BLVD., #400  
NOVI, MI 48375

Website: [www.midwestfbg.com](http://www.midwestfbg.com)

Contact: TED KOTSAKIS at 248-348-4900

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Ethics And Procedures	Ethics	51900	4	Ethics	4
Classroom	Special Provisions For Special People	Life	52694	4	Life/Health	4

**0119 MINNESOTA LIFE**

C/O THE NATIONAL UNDERWRITER CO.  
5081 OLYMPIC BLVD  
ERLANGER, KY 41018

Website: None Provided

Contact: MARK LAAKE at 859-692-2263

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Fee Transparency & Investment Neutrality	Life	51567	1	Life/Health	1
Classroom	What Employers Want From Advisors	Life and Accident & Health	51928	1	Life/Health	1

**0816 MORELLO LAW GROUP, P.C. ATTORNEYS & COUNSELORS AT LAW**

41000 W. SEVEN MILE ROAD, STE. 200  
NORTHVILLE, MI 48167

Website: None Provided

Contact: GERALD M MORELLO at 248-347-2950

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	A Summary Of The Economic Growth & Tax Relief Reconciliation Act Of 2001	Life	53645	3	Life/Health	3
Classroom	An Overview Of Charitable Remainder Trust For Estate Planning - 2010	Life	53651	2	Life/Health	2
Classroom	An Overview Of Estate Planning - 2010	Life	53639	4	Life/Health	4
Classroom	An Overview Of Irrevocable Trusts For Estate Planning - 2010	Life	53648	4	Life/Health	4
Classroom	An Overview Of Medicaid And Health Care Planning - 2010	Life and Accident & Health	53650	2	Life/Health	2
Classroom	An Overview Of Qualified Domestic Trusts - 2010	Life	53647	2	Life/Health	2
Classroom	Business Planning Strategies - 2010	Life	53654	2	Life/Health	2
Classroom	Common Uses Of Life Insurance In Estate Planning - 2010	Life	53653	2	Life/Health	2
Classroom	Hot Button Issues For Estate Planning Clients - 2010	Life	53640	1	Life/Health	1

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March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0816 MORELLO LAW GROUP, P.C. ATTORNEYS & COUNSELORS AT LAW**

41000 W. SEVEN MILE ROAD, STE. 200  
NORTHVILLE, MI 48167

Website: None Provided

Contact: GERALD M MORELLO at 248-347-2950

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Marketing Financial Planning Through Estate Planning - 2010	Life	53642	2	Life/Health	2
Classroom	Method Of Ownership, Transfer Rules & Tax Implications	Life	53644	3	Life/Health	3
Classroom	Overview Of Decedent's Probate Estate Proceedings In Michigan - 2010	Life	53652	2	Life/Health	2
Classroom	Topics Of Interest For The Mature Market - 2010	Life	53649	1	Life/Health	1
Classroom	What You Need To Know About The Minimum Distribution Rules - 2010	Life	53646	4	Life/Health	4

**0862 MOUNIR M. KASHKOUSH**

LIBERTY GROUP MUTUAL  
12 FEDERAL ST., STE 310  
PITTSBURGH, PA 15227

Website: None Provided

Contact: MOUNIR M KASHKOUSH at 412-231-1331

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Estimating Ultimate Loss	Accident & Health	51911	1	Life/Health	1
Classroom	Loss Development For Non-claims Personnel	Property	51909	3	Property/Casualty	3
Classroom	Loss Forecasting Methods	Accident & Health	51910	2	Life/Health	2

**0021 MUTUAL OF OMAHA INSURANCE COMPANY**

MUTUAL OF OMAHA PLAZA  
11 CORPORATE LEARNING  
OMAHA, NE 68175

Website: [www.mutualofomaha.com](http://www.mutualofomaha.com)

Contact: STEPHANIE POMBRIO at 402-351-3980

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Fiduciary Liability	Accident & Health	53185	1	Life/Health	1
Classroom	Understanding Disability Benefit Taxation	Accident & Health	53186	1	Life/Health	1
Self-Study	Universal Life; Guarantee Tomorrow - 2009	Life	52461	4	Life/Health	4
Classroom	Voluntary Market Overview - 2010	Accident & Health	54062	2	Life/Health	2

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0014 NATIONAL ALLIANCE-INSURANCE EDUCATION (AKA)

3630 NORTH HILLS DRIVE

P.O. BOX 27027

AUSTIN, TX 78755-2027

Website: [www.thenationalalliance.com](http://www.thenationalalliance.com)

Contact: THERESA BUCEK at 800-633-2165 ext 186

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2010 Mega Seminar I	Life, Accident & Health and Property & Casualty	53984	20	Either	20
Classroom	2010 Mega Seminar I Eth	Life, Accident & Health, Prop & Casualty & Ethics	53983	20	Either	16
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	4
Classroom	2010 Ruble Graduate Seminar (pc/lh/l)	Life, Accident & Health and Property & Casualty	53985	20	Either	20
Classroom	2010 William T Hold Seminar (pc/ethics)	Property & Casualty and Ethics	53447	8	Ethics	3
		Property & Casualty and Ethics			Property/Casualty	5
Classroom	Administering School Risks	Property & Casualty and Ethics	51101	7	Property/Casualty	6
		Property & Casualty and Ethics			Ethics	1
Self-Study	Administering School Risks Wbt	Property & Casualty	53569	8	Property/Casualty	7
		Property & Casualty			Ethics	1
Classroom	Agency Operations - 2010	Property & Casualty and Ethics	53824	7	Property/Casualty	6
		Property & Casualty and Ethics			Ethics	1
Self-Study	Agency Operations (wbt) - 2009	Life, Accident & Health, Prop & Casualty & Ethics	51449	8	Either	7
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	1
Classroom	Analysis Of Risk - 2010	Property & Casualty	53815	20	Property/Casualty	20
Classroom	Cic Agency Management Institute - Revised (2009)	Life, Accident & Health, Prop & Casualty & Ethics	52802	20	Either	16
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	4
Classroom	Commercial Casualty Institute - 2009	Casualty	51028	20	Property/Casualty	20
Classroom	Commercial Property Institute - 2009	Property	51027	20	Property/Casualty	20

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Website: [www.thenationalalliance.com](http://www.thenationalalliance.com)

Contact: THERESA BUCEK at 800-633-2165 ext 186

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Contractors Seminar	Property & Casualty	53395	20	Property/Casualty	20
Classroom	Control Of Risk - 2010	Property & Casualty	53814	20	Property/Casualty	20
Classroom	Crm Practice Of Risk Management	Life, Accident & Health and Property & Casualty	51794	20	Either	20
Classroom	Dynamics Of Agency Sales Management - 2009	Life, Accident & Health and Property & Casualty	51856	10	Either	10
Classroom	Dynamics Of Company/agency Relationships - 2010	Property & Casualty	53817	3	Property/Casualty	3
Classroom	Dynamics Of Personal Insurance - 2009	Property & Casualty	51619	10	Property/Casualty	10
Classroom	Dynamics Of Service - 2008	Life, Accident & Health and Property & Casualty	50076	7	Either	7
Classroom	E&o Loss Prevention And Agency Management Practices	Life, Accident & Health and Property & Casualty	53612	4	Either	4
Classroom	Employee Benefits- Health Insurance - Revised	Life and Accident & Health	51764	20	Life/Health	20
Classroom	Employee Benefits Producer Training Program	Life and Accident & Health	54173	30	Life/Health	30
Classroom	Ethics For Insurance Professionals - 2010	Ethics	53823	4	Ethics	4
Classroom	Financing Of Risk - 2010	Property & Casualty	53816	20	Property/Casualty	20
Self-Study	Fundamentals Of Risk Management (wbt)	Life, Accident & Health and Property & Casualty	51792	6	Either	6
Classroom	Fundeamentals Of Risk Management - 2009	Property & Casualty	52961	7	Property/Casualty	7
Classroom	Funding School Risks	Property & Casualty	50767	7	Property/Casualty	7
Self-Study	Funding School Risks Wbt	Property & Casualty	53341	8	Property/Casualty	8
Classroom	Handling School Risks	Property & Casualty	50571	7	Property/Casualty	7
Self-Study	Handling School Risks Wbt	Property & Casualty	52339	5	Property/Casualty	5
Self-Study	Homeowners Property Endorsements (wbt) - 2009	Property & Casualty	51432	4	Property/Casualty	4
Self-Study	Insuring "toys" (wbt) - 2009	Property & Casualty	52205	4	Property/Casualty	4
Classroom	Insuring Commercial Casualty Exposures - 2009	Casualty	51026	7	Property/Casualty	7

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Website: [www.thenationalalliance.com](http://www.thenationalalliance.com)

Contact: THERESA BUCEK at 800-633-2165 ext 186

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Insuring Commercial Casualty Exposures Wbt - 2010	Property & Casualty	53825	8	Property/Casualty	8
Classroom	Insuring Commercial Property Exposures - 2009	Property	51024	7	Property/Casualty	7
Self-Study	Insuring Commercial Property Exposures (wbt) - 2009	Property	51025	8	Property/Casualty	8
Self-Study	Insuring Flood Exposures - Nfip Review - 2010	Flood	53813	4	Property/Casualty	4
Classroom	Insuring Personal Auto Exposures - 2009	Personal Lines	51023	7	Property/Casualty	7
Self-Study	Insuring Personal Auto Exposures (wbt) - 2008	Property & Casualty	50099	8	Property/Casualty	8
Classroom	Insuring Personal Residential Property - 2010	Property & Casualty	53822	7	Property/Casualty	7
Classroom	James K Ruble Large Commercial Seminar 2009	Property & Casualty	50899	20	Property/Casualty	20
Self-Study	Legal & Ethical Requirements Of Insurance Professionals - 2010	Ethics	53826	4	Ethics	4
Classroom	Life And Health Institute - 2008	Life and Accident & Health	50915	20	Life/Health	20
Classroom	Measuring School Risks	Property & Casualty	50768	7	Property/Casualty	7
Self-Study	Measuring School Risks Wbt	Property & Casualty	52490	8	Property/Casualty	8
Classroom	Personal Lines Institute - 2009	Personal Lines	51029	20	Property/Casualty	20
Classroom	Principles Of Risk Management (revised)	Property & Casualty and Ethics	49943	20	Either	19
		Property & Casualty and Ethics			Ethics	1
Self-Study	Spoilage, Utilities & Ordinance Or Law (wbt) - 2008	Property & Casualty	50098	4	Property/Casualty	4
Classroom	The National Alliance School For Producer Development I	Property & Casualty	52716	20	Property/Casualty	20
Classroom	The National Alliance School For Producer Development li	Property & Casualty	52717	20	Property/Casualty	20

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0664 NATIONAL ASSOCIATION OF ALTERNATIVE BENEFIT CONSULTANTS, INC**

435 PENNSYLVANIA AVE  
GLEN ELLYN, IL 60137

Website: [www.naabc.com](http://www.naabc.com)

Contact: HARVEY R RANDECKER at 800-627-0552

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Chartered Benefit Consultant- 2008	Accident & Health	49397	15	Life/Health	15
Classroom	Ethics In Consumer Driven Health Benefit Plans	Ethics	50617	3	Ethics	3

**0188 NATIONAL ASSOCIATION OF INSURANCE WOMEN**

9343 E 95TH COURT S  
TULSA, OK 74133

Website: [www.naiw.org](http://www.naiw.org)

Contact: Brandi Capps at 918-294-3700 ext 18

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Risk Analysis In Underwriting	Property & Casualty	51847	8	Property/Casualty	8

**0639 NATIONAL FUNERAL DIRECTORS ASSOCIATION**

13625 BISHOP'S DR  
BROOKFIELD, WI 53005

Website: [www.nfda.org](http://www.nfda.org)

Contact: SHARI FOUCAULT at 262-789-1880

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Certified Preplanning Consultant 2 Day - 2009	Life and Ethics	53290	8	Life/Health	6
		Life and Ethics			Ethics	2

**0219 NATIONWIDE LIFE INSURANCE CO.**

C/O QUEST CONTINUING EDUCATION  
10850 WEST PARK PLACE, STE 1000  
MILWAUKEE, WI 53224

Website: None Provided

Contact: LINDA MIETH-KRENKE at 877-593-3366 ext 102

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Risk Management (revised) 2009	Life	52203	1	Life/Health	1

Changes may have been made since the report was compiled. Please contact the providers directly to verify that the courses are still being offered and to obtain course locations, schedules and costs.

# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0737 NAU COUNTRY INSURANCE COMPANY**

PO BOX 269  
EAU CLAIRE, WI 54702

Website: [www.naucountry.com](http://www.naucountry.com)

Contact: SALLY SOMMERFELD at 877-942-8155

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2010 Fall Mpci Update - 6	Property & Casualty	51998	6	Property/Casualty	6
Classroom	2010 Spring Mpci Update - 6	Property & Casualty	53140	6	Property/Casualty	6

**0867 NFCPSR**

13246 38TH STREET NORTH  
CLEARWATER, FL 33762

Website: None Provided

Contact: DIANA FINK at 727-571-1499

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Cpsr - Commercial Liability	Casualty	52304	8	Property/Casualty	8
Self-Study	Cpsr - Commercial Property	Property	52302	8	Property/Casualty	8
Self-Study	Cpsr - Personal Automobile Risks	Personal Lines	52303	8	Property/Casualty	8
Self-Study	Cpsr - Residential Risks	Property	52301	8	Property/Casualty	8

**0199 NOBLE CONTINUING EDUCATION**

335 PENNBRIGHT DR STE 104  
HOUSTON, TX 77090

Website: [www.noblece.com](http://www.noblece.com)

Contact: Angelique Gee at 800-275-2589

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Agents Duty - 2008	Life, Accident & Health, Prop & Casualty & Ethics	49594	8	Either	4
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	4
Self-Study	Auto Insurance - 2008	Property & Casualty	50363	14	Property/Casualty	14
Self-Study	Benefit & Compensation Plans - 2008	Life	50364	12	Life/Health	12
Self-Study	Business Continuation - 2009	Life	51666	9	Life/Health	9
Self-Study	Charitable Trusts - 2009	Life	51664	9	Life/Health	9
Self-Study	Charting Your Financial Future - 2009	Life and Accident & Health	51663	16	Life/Health	16
Self-Study	Claims Investigation - 2009	Property & Casualty	51952	10	Property/Casualty	10
Self-Study	Commercial Insurance - 2008	Property & Casualty	50365	12	Property/Casualty	12

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0199 NOBLE CONTINUING EDUCATION

335 PENNBRIGHT DR STE 104  
HOUSTON, TX 77090

Website: [www.noblece.com](http://www.noblece.com)

Contact: Angelique Gee at 800-275-2589

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Complete Book Of Liability Exposures - 2009	Property & Casualty	51665	10	Property/Casualty	10
Self-Study	Comprehensive Guide To Claims - 2009	Property & Casualty	51953	9	Property/Casualty	9
Self-Study	Controlling Insurance Losses - 2008	Property & Casualty	49593	8	Property/Casualty	8
Self-Study	Estate Planning Process - 2009	Life	51951	7	Life/Health	7
Self-Study	Ethics For Agents - 2010	Ethics	53883	3	Ethics	3
Self-Study	Ethics For The Insurance Professional - 2008	Ethics	50366	3	Ethics	3
Self-Study	Financial Planning - 2009	Life and Accident & Health	51950	8	Life/Health	8
Self-Study	Foundations Of Financial Planning - 2009	Life and Accident & Health	51662	6	Life/Health	6
Self-Study	Fundamentals Of Health Insurance - 2009	Accident & Health	51661	10	Life/Health	10
Self-Study	Fundamentals Of Life Insurance - 2009	Life	51660	16	Life/Health	16
Self-Study	Government Health Plans- 2008	Accident & Health	49592	8	Life/Health	8
Self-Study	Grading Your Insurance Company - 2008	Life, Accident & Health and Property & Casualty	49591	7	Either	7
Self-Study	Guide To Interest Sensitive Life Products - 2009	Life	51659	8	Life/Health	8
Self-Study	Health Basics - 2009	Accident & Health	51949	7	Life/Health	7
Self-Study	How Medical Insurance Works - 2008	Accident & Health	50367	14	Life/Health	14
Self-Study	Insurance Solutions For Specialty Markets - 2008	Life and Accident & Health	50368	8	Life/Health	8
Self-Study	Introduction To Life & Health Insurance - 2009	Life and Accident & Health	51948	7	Life/Health	7
Self-Study	Key Man Insurance - 2008	Life	50369	15	Life/Health	15
Self-Study	Liability Claims Adjusting - 2009	Property & Casualty	51946	10	Property/Casualty	10
Self-Study	Liability Coverage - 2009	Property & Casualty	51947	13	Property/Casualty	13
Self-Study	Life & Health Package I - 2009	Life and Accident & Health	51945	23	Life/Health	23
Self-Study	Life & Health Plans - 2008	Life and Accident & Health	49590	6	Life/Health	6
Self-Study	Life Insurance - 2009	Life	51658	11	Life/Health	11
Self-Study	Life Insurance Products & Uses - 2009	Life	51657	12	Life/Health	12
Self-Study	Long Term Care Market - 2008	Long Term Care	49589	7	Life/Health	7

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0199 NOBLE CONTINUING EDUCATION

335 PENNBRIGHT DR STE 104  
HOUSTON, TX 77090

Website: [www.noblece.com](http://www.noblece.com)

Contact: Angelique Gee at 800-275-2589

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Managed Care Strategies - 2009	Life and Accident & Health	51944	10	Life/Health	10
Self-Study	Managing Risks - 2008	Life, Accident & Health and Property & Casualty	49588	7	Either	7
Self-Study	Marine Insurance - 2008	Property & Casualty	50370	12	Property/Casualty	12
Self-Study	National Flood Insurance - 2009	Flood	53345	4	Property/Casualty	4
Self-Study	Pension Solutions - 2008	Life	50371	12	Life/Health	12
Self-Study	Personal Property Insurance- 2008	Property & Casualty	49586	9	Property/Casualty	9
Self-Study	Planning For Retirement - 2009	Life and Accident & Health	51942	8	Life/Health	8
Self-Study	Planning For Senior Needs - 2009	Life and Accident & Health	51656	12	Life/Health	12
Self-Study	Property & Casualty Overview - 2008	Property & Casualty	49587	8	Property/Casualty	8
Self-Study	Property Coverage - 2009	Property & Casualty	51943	9	Property/Casualty	9
Self-Study	Protecting The Consumer- 2008	Life, Accident & Health and Property and Ethics	49585	8	Either	5
		Life, Accident & Health and Property and Ethics			Ethics	3
Self-Study	Rating Insurance Risks - 2008	Life and Accident & Health	50372	10	Life/Health	10
Self-Study	Reducing Client Conflict- 2008	Life, Accident & Health and Property and Ethics	49584	10	Either	7
		Life, Accident & Health and Property and Ethics			Ethics	3
Self-Study	Responsibilities When Selling Long Term Care- 2008	Long Term Care	49583	8	Life/Health	8
Self-Study	Rules Of Conduct- 2008	Life, Accident & Health and Property and Ethics	49582	9	Either	6
		Life, Accident & Health and Property and Ethics			Ethics	3
Self-Study	Surety Underwriting Practices - 2008	Property & Casualty	50373	15	Property/Casualty	15
Self-Study	Tax Favored Programs- 2008	Life	49581	8	Life/Health	8

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0199 NOBLE CONTINUING EDUCATION**

335 PENNBRIGHT DR STE 104  
HOUSTON, TX 77090

Website: [www.noblece.com](http://www.noblece.com)

Contact: Angelique Gee at 800-275-2589

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Understanding Life/health Insurance - 2008	Life and Accident & Health	50374	11	Life/Health	11
Self-Study	Using Trusts In Estate Planning- 2008	Life	49580	7	Life/Health	7

**0626 NOTRE DAME TAX & ESTATE PLANNING INSTITUTE**

NOTRE DAME LAW SCHOOL, NOTRE DAME I  
P.O. Box 780  
Notre Dame, IN 46556

Website: None Provided

Contact: JOHNN H ROBINSON at 574-631-6980

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	34th Annual Notre Dame Tax & Estate Planning Institute	Life and Ethics	50063	15	Life/Health	13
		Life and Ethics			Ethics	2
Classroom	35th Annual Notre Dame Tax & Estate Planning Institute	Life and Ethics	52718	16	Life/Health	15
		Life and Ethics			Ethics	1

**0158 OAKLAND UNIVERSITY**

CNTR FOR EXECUTIVE/CONTINUING ED  
238 ELLIOTT HALL  
ROCHESTER, MI 48309

Website: None Provided

Contact: LORI CROSE at 248-370-3128 ext 4861

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Estate Planning & Personal Financial Planning - 2009	Life	52874	27	Life/Health	27
Classroom	Income Tax & Personal Financial Planning - 2009	Life	52872	30	Life/Health	30
Classroom	Investments & Personal Financial Planning - 2009	Life	52870	30	Life/Health	30
Classroom	Retirement & Personal Financial Planning - 2009	Life and Accident & Health	52873	30	Life/Health	30
Classroom	Risk Management & Personal Financial Planning - 2009	Life	52871	20	Life/Health	20

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0715 PARTNERS PUBLICATIONS, LLC DBA IPA ACADEMY

3000 TOWN CENTER  
STE 1850  
SOUTHFIELD, MI 48075

Website: [insurancepartnersacademy.com](http://insurancepartnersacademy.com)

Contact: MAUREEN GALLAGHER at 248-827-0314

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Certified Workers Compensation Counselor Course - 2009	Casualty	51918	15	Property/Casualty	15
Classroom	Honing Your Edge	Property & Casualty	53995	8	Property/Casualty	8
Classroom	Property Risk Insurance Specialist	Property	51680	15	Property/Casualty	15

#### 0009 PENTERA GROUP

5546 SHOREWOOD DR  
INDIANAPOLIS, IN 46220

Website: [www.pgiresources.ce.com](http://www.pgiresources.ce.com)

Contact: CARA A LANCIOTTI at 317-545-2711

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	A Single Needs Approach To Insurance Planning - Online - 2010	Life	53854	7	Life/Health	7
Self-Study	Annuities Training Course - 2009	Life	51551	12	Life/Health	12
Self-Study	Business Insurance Online Rev.	Life	51547	22	Life/Health	22
Self-Study	Business Insurance Perspectives - 2009	Life	51548	16	Life/Health	16
Self-Study	Business Principles & Financial Statements	Life	50891	5	Life/Health	5
Self-Study	Disability Income Training - 2009	Accident & Health	51546	11	Life/Health	11
Self-Study	Introduction To Estate Planning & Charitable Giving - 2008	Life	50848	19	Life/Health	19
Self-Study	Life Underwriting Foundations - 2008	Life	50851	6	Life/Health	6
Self-Study	Long-term Care Manual (2008)	Long Term Care	50849	8	Life/Health	8
Self-Study	Retirement Planning Online	Life	49414	16	Life/Health	16
Self-Study	Retirement Planning Principles - 2009	Life and Accident & Health	51549	14	Life/Health	14
Self-Study	Total Needs Approach To Insurance Planning - 2009	Life	51550	10	Life/Health	10
Self-Study	Variable Annuities Training - 2008	Life	50850	9	Life/Health	9
Self-Study	Variable Universal Life - 2009	Life	51552	6	Life/Health	6

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0550 PPG INDUSTRIES INC**

C/O STONERIVER REGED, INC.  
2100 GATEWAY CENTRE BLVD., STE 200  
MORRISVILLE, NC 27560

Website: None Provided

Contact: CASSANDRA LESTER at 800-334-8322 ext 5266

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Aftermarket Parts Usage For Insurers - 2009	Property & Casualty	53172	3	Property/Casualty	3
Classroom	Airbag & Restraint Systems For Insurers - 2009	Property & Casualty	51524	3	Property/Casualty	3
Classroom	Auto Glass Replacement Safety Standards	Property & Casualty	49895	2	Property/Casualty	2
Classroom	Collision For The Insurer	Property & Casualty	52864	2	Property/Casualty	2
Classroom	Ethics At Work - Sharpening Our Professional Judgement	Ethics	53050	3	Ethics	3
Classroom	Ethics For The Insurer (3-hr) 2008	Ethics	50613	3	Ethics	3
Classroom	Frame And Structural Damage Issues For Insurance - 2009	Property & Casualty	53280	3	Property/Casualty	3
Classroom	Hybrid & Alternative Power Vehicles For Insurers - 2009	Property & Casualty	51525	3	Property/Casualty	3
Classroom	Introduction To Ethical Case Studies For Insurers	Ethics	50517	3	Ethics	3
Classroom	Salvage Vehicle Parts Usage For Insurers - 2009	Property & Casualty	53173	3	Property/Casualty	3
Classroom	Sticking To Safety - Value Of Adhesives (2010)	Property & Casualty	54034	3	Property/Casualty	3
Classroom	Vehicle Inspection For The Insurer - 2009	Property & Casualty	52865	2	Property/Casualty	2

**0688 PREFERRED SYSTEMS, INC**

1341 WEST 6TH STREET  
ERIE, PA 16505

Website: [www.preferrededucation.com](http://www.preferrededucation.com)

Contact: JOSEPH LEWANDOWSKI at 888-455-7437

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Certification Program For Workers Comp P/c - 2009	Casualty	51923	33	Property/Casualty	33
Classroom	The Maze Of Michigan Workers Comp P/c - 2009	Casualty	51922	7	Property/Casualty	7
Classroom	Understanding The Brain & Brain Injury	Casualty	52450	1	Property/Casualty	1
Classroom	Update On Workers Comp: Who Is Disabled Under Michigan Law Today	Casualty	51929	7	Property/Casualty	7

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0148 **PROFESSIONAL LIABILITY UNDERWRITING SOCIETY**

5353 WAYZATA BOULEVARD  
SUITE 600  
MINNEAPOLIS, MN 55416

Website: [www.plusweb.org](http://www.plusweb.org)

Contact: KATHY HAUKOM at 952-746-2580

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2009 Plus International Conference I	Property & Casualty	53108	3	Property/Casualty	3
Classroom	2009 Plus International Conference Ii	Property & Casualty	53109	3	Property/Casualty	3
Classroom	2009 Plus International Conference Iii	Property & Casualty	53110	3	Property/Casualty	3
Classroom	2010 Plus D&o Symposium I	Property & Casualty	53661	3	Property/Casualty	3
Classroom	2010 Plus D&o Symposium Ii	Property & Casualty	53660	3	Property/Casualty	3
Classroom	2010 Plus D&o Symposium Iii	Property & Casualty	53659	3	Property/Casualty	3
Classroom	2010 Plus D&o Symposium Iv	Property & Casualty	53658	3	Property/Casualty	3
Classroom	2010 Plus Medical Professional Liability/professional Risk Symposium I	Property & Casualty	53956	3	Property/Casualty	3
Classroom	2010 Plus Medical Professional Liability/professional Risk Symposium Ii	Property & Casualty	53957	4	Life/Health	4
Classroom	2010 Plus Medical Professional Liability/professional Risk Symposium Iii	Property & Casualty	53958	3	Property/Casualty	3
Classroom	Plus University: Intro To Professional Liability Session I	Property & Casualty	52000	11	Property/Casualty	11
Classroom	Plus University: Intro To Professional Liability Session Ii	Property & Casualty	51999	9	Property/Casualty	9
Classroom	Plus University: Intro To Professional Liability Session Iii	Property & Casualty	52001	9	Property/Casualty	9
Self-Study	Rplu C02 Fundamentals Of Liability Ins & Commercial Gen Liability Ins	Property & Casualty	50056	10	Property/Casualty	10
Self-Study	Rplu C03 Professional Liability Insurance Overview	Property & Casualty	50059	11	Property/Casualty	11
Self-Study	Rplu C04 Financial Analysis	Property & Casualty	50057	12	Property/Casualty	12
Self-Study	Rplu C05 Professional Liability Reinsurance	Property & Casualty	50058	7	Property/Casualty	7
Self-Study	Rplu C06 Professional Liability Insurance Claims	Property & Casualty	50060	7	Property/Casualty	7
Self-Study	Rplu C07 Medical Professional Liability Insurance: Introduction	Property & Casualty	50755	7	Property/Casualty	7
Self-Study	Rplu C08 Directors & Officers Liability Insurance	Property & Casualty	50383	4	Property/Casualty	4
Self-Study	Rplu Eo15 Lawyers Professional Liability Insurance	Property & Casualty	50748	10	Property/Casualty	10
Self-Study	Rplu Eo16 Accountants Professional Liability Insurance: In Focus	Property & Casualty	51188	7	Property/Casualty	7
Self-Study	Rplu Eo17 Advanced Medical Professional Liability Insurance	Property & Casualty	50754	12	Property/Casualty	12

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0148 PROFESSIONAL LIABILITY UNDERWRITING SOCIETY**

5353 WAYZATA BOULEVARD  
SUITE 600  
MINNEAPOLIS, MN 55416

Website: [www.plusweb.org](http://www.plusweb.org)

Contact: KATHY HAUKOM at 952-746-2580

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Rplu Eo18 Design Professional Liability Insurance: In Focus	Property & Casualty	51457	7	Property/Casualty	7
Self-Study	Rplu Eo19 Real Estate Professionals: In Focus	Property & Casualty	50906	11	Property/Casualty	11
Self-Study	Rplu Eo20 Insurance Professionals: In Focus	Property & Casualty	51456	11	Property/Casualty	11
Self-Study	Rplu Eo21 Miscellaneous Professional Liability Insurance: In Focus	Property & Casualty	50907	11	Property/Casualty	11
Self-Study	Rplu Exec09 Public/financial D&o Liability Insurance	Property & Casualty	50753	7	Property/Casualty	7
Self-Study	Rplu Exec10 Private/non-profit D&o Liability Insurance	Property & Casualty	50752	7	Property/Casualty	7
Self-Study	Rplu Exec11 Employment Practices Liabilities Insurance	Property & Casualty	50751	10	Property/Casualty	10
Self-Study	Rplu Exec12 Fiduciary Liability Insurance: In Focus	Property & Casualty	50905	8	Property/Casualty	8
Self-Study	Rplu Exec13 Fidelity & Crime Ins For Commercial & Governmental Entities	Property & Casualty	50750	11	Property/Casualty	11
Self-Study	Rplu Exec14 Financial Institution Bonds	Property & Casualty	50749	11	Property/Casualty	11
Self-Study	Rplu Misc22 Medical Professional Liability Insurance: In Focus	Property & Casualty	51189	8	Property/Casualty	8
Self-Study	Rplu Misc23 Cyber Risk Insurance: In Focus	Property & Casualty	51455	10	Property/Casualty	10

**0203 PROFESSIONAL LIFE UNDERWRITERS SERVICES, LLC**

2155 BUTTERFIELD DR, STE 102 SOUTH  
TROY, MI 48084

Website: [www.plusonweb.com](http://www.plusonweb.com)

Contact: KAREN LONG at 248-603-3631

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	An Analysis Of The Blood Profile - 2009	Life	53565	1	Life/Health	1
Classroom	An Insider's Guide To Life Insurance Underwriting - 2009	Life	53257	1	Life/Health	1
Classroom	Basic Life Underwriting - 2009	Life	53558	1	Life/Health	1
Classroom	Blood Profile And Urinalysis - 2009	Life	53564	1	Life/Health	1
Classroom	Inspections/financial Underwriting - 2009	Life	53556	1	Life/Health	1
Classroom	Life Underwriting For Older Ages - 2009	Life	53563	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0203 PROFESSIONAL LIFE UNDERWRITERS SERVICES, LLC**

2155 BUTTERFIELD DR, STE 102 SOUTH  
TROY, MI 48084

Website: [www.plusonweb.com](http://www.plusonweb.com)

Contact: KAREN LONG at 248-603-3631

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Long Term Care Policy Design - 2008	Long Term Care	50296	1	Life/Health	1
Classroom	Medical Life Underwriting Guide - 2009	Life	53562	1	Life/Health	1
Classroom	Medical Terms/ Application Review - 2009	Life	53557	1	Life/Health	1
Classroom	Non-medical Impairments - 2009	Life	53561	1	Life/Health	1
Classroom	The Mib And Writing Cover Letters 2009	Life	53559	1	Life/Health	1
Classroom	Underwriting Diabetes Mellitas - 2009	Life	53560	2	Life/Health	2
Classroom	Why Some Risks Aren't "preferred" - 2009	Life	53555	1	Life/Health	1

**0582 PUROSYSTEMS, INC.**

6001 HIATUS RD STE 13  
TAMARAC, FL 33321

Website: [www.purosystems.com](http://www.purosystems.com)

Contact: JACQUI BURDO at 800-775-7876

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Category Iii Mitigation - 2009	Property	53326	3	Property/Casualty	3
Classroom	Deodorization Of Structure & Contents - 2009	Property	53328	3	Property/Casualty	3
Classroom	Emergency Service/mitigation - 2009	Property	53325	3	Property/Casualty	3
Classroom	Ethics In Modern Society - 2009	Ethics	53327	3	Ethics	3
Classroom	Mitigation Of Fire Damage - 2009	Property	53332	3	Property/Casualty	3
Classroom	Mold Remediation - 2009	Property	53330	3	Property/Casualty	3
Classroom	Residential Structural Drying - 2009	Property	53329	3	Property/Casualty	3
Classroom	Successful Mitigation Of Water Damage - 2009	Property	53331	3	Property/Casualty	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0691 QUEST CONTINUING EDUCATION SOLUTIONS

10850 WEST PARK PLACE STE 1000  
MILWAUKEE, WI 53224

Website: None Provided

Contact: LINDA KRENKE at 877-593-3366

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Disability Income Insurance - 2008	Accident & Health	50738	5	Life/Health	5
Self-Study	Intro To Suitability & The Senior Protection Model Regulation - 2008	Life	50739	1	Life/Health	1
Self-Study	Life Insurance Today (self Study)	Life and Accident & Health	50672	31	Life/Health	31
Self-Study	Long Term Care Insurance - 2008	Long Term Care	50741	5	Life/Health	5
Self-Study	Truth About Variable Annuities - 2008	Life	50740	3	Life/Health	3

#### 0882 RECOVERY CONSTRUCTION SERVICES, LLC

44720 MACOMB INDUSTRIAL DRIVE  
CLINTON TWP, MI 48036

Website: None Provided

Contact: DONA FREDERICK at 586-463-1788

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Dynamic Structural Drying	Property	53764	8	Property/Casualty	8
Classroom	Restoring Mold Damaged Structures	Property	53763	8	Property/Casualty	8

#### 0679 SAFELITE GLASS CORP.

2400 FARMERS DRIVE  
5TH FLOOR  
COLUMBUS, OH 43235

Website: None Provided

Contact: LYNN JOHNSON at 614-210-9214

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Insurance Fraud And How To Prevent It - 2009	Property & Casualty	52576	2	Property/Casualty	2

#### 0805 SAGINAW VALLEY STATE UNIVERSITY

OFFICE OF CE & PROF DEVELOPMENT  
7400 BAY ROAD, CURTISS 142  
UNIVERSITY CENTER, MI 48710

Website: None Provided

Contact: MONICA REYES at 989-964-4048

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Employment Benefits & Retirement Planning - 2009	Life and Accident & Health	51600	30	Life/Health	30

Changes may have been made since the report was compiled. Please contact the providers directly to verify that the courses are still being offered and to obtain course locations, schedules and costs.

# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0805 **SAGINAW VALLEY STATE UNIVERSITY**  
 OFFICE OF CE & PROF DEVELOPMENT  
 7400 BAY ROAD, CURTISS 142  
 UNIVERSITY CENTER, MI 48710

Website: None Provided

Contact: MONICA REYES at 989-964-4048

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Estate Planning - 2009	Life	52285	30	Life/Health	30
Classroom	Income Tax Planning - 2009	Life	52287	30	Life/Health	30
Classroom	Insurance Planning - 2009	Life and Accident & Health	52286	30	Life/Health	30
Classroom	Investment Planning - 2009	Life and Accident & Health	51599	30	Life/Health	30
Classroom	Principals Of Financial Planning - 2009	Life and Ethics	52288	30	Life/Health	22
		Life and Ethics			Ethics	8

0511 **SANDI KRUISE INSURANCE TRAINING**  
 P.O. BOX 786  
 BONITA, CA 91908

Website: [www.krui.se.com](http://www.krui.se.com)

Contact: ROBERT KRUISE at 800-517-7500 ext 301

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	8-hour Naic Long-term Care & Partnership Training - 2009	Long Term Care	52167	8	Life/Health	8
Self-Study	Anti-money Laundering (2009)	Life, Accident & Health and Property & Casualty	51730	4	Either	4
Self-Study	Business Auto Exposures And Coverages - 2008	Property & Casualty	49426	5	Property/Casualty	5
Self-Study	Charting Your Financial Future - 2008	Life and Accident & Health	49425	14	Life/Health	14
Classroom	Clearly Dangerous - 2008	Property & Casualty	49367	2	Property/Casualty	2
Self-Study	Commercial Property Insurance	Property & Casualty	49424	7	Property/Casualty	7
Self-Study	Consumer Privacy - It's The Law	Life, Accident & Health and Property & Casualty	49423	9	Either	9
Self-Study	Disability Income Insurance	Accident & Health	50643	6	Life/Health	6
Self-Study	Dwelling & Homeowners Exposures And Insurance - 2009	Property & Casualty	51732	17	Property/Casualty	17
Classroom	Elder Planning Counselor Designation Program - (classroom)	Life, Accident & Health and Property & Casualty	51237	24	Either	24
Self-Study	Ethics And The Insurance Agent - 2008	Ethics	49422	16	Ethics	16
Self-Study	Fema Flood Insurance Course	Flood	49421	5	Property/Casualty	5

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0511 SANDI KRUISE INSURANCE TRAINING

P.O. BOX 786  
BONITA, CA 91908

Website: www.kruiase.com

Contact: ROBERT KRUISE at 800-517-7500 ext 301

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Flood Insurance & Risk Management - 2009	Flood	51734	6	Property/Casualty	6
Self-Study	Insuring Edp Equipment - 2009	Property & Casualty	51235	4	Property/Casualty	4
Self-Study	Insuring Garage Risks	Property & Casualty	49420	6	Property/Casualty	6
Self-Study	Insuring Home-based Businesses - 2009	Property & Casualty	51236	7	Property/Casualty	7
Self-Study	Life Insurance And Annuities Fundamentals	Life	49419	25	Life/Health	25
Self-Study	Life Insurance Products & Uses - 2009	Life	51231	12	Life/Health	12
Self-Study	Package Policies For Businesses - 2009	Property & Casualty	51731	8	Property/Casualty	8
Self-Study	Personal Automobile Exposures & Insurance - 2009	Property & Casualty	51733	15	Property/Casualty	15
Self-Study	Personal Umbrella Liability - 2009	Property & Casualty	51234	8	Property/Casualty	8
Self-Study	Planning For Senior Needs - 2009	Life and Accident & Health	51735	13	Life/Health	13
Self-Study	Scheduling Personal Property - 2009	Property & Casualty	51233	8	Property/Casualty	8
Self-Study	Surety Bonding - 2009	Property & Casualty	51238	11	Property/Casualty	11
Self-Study	Understanding Medicare, Medicaid And Medicare Supplements 2008	Accident & Health	49418	24	Life/Health	24
Self-Study	Watercraft Exposures And Insurance	Property & Casualty	49417	7	Property/Casualty	7
Classroom	Windshields: The Invisible Barrier Between Life And Death - 2008	Property & Casualty	49368	4	Property/Casualty	4
Self-Study	Workers Compensation & Employers Liability Policy - 2009	Property & Casualty	51232	11	Property/Casualty	11

#### 0879 SCULLY HEALTH MANAGEMENT, INC.

PO BOX 8294  
CORAL SPRINGS, FL 33075

Website: None Provided

Contact: KARYN SCULLY at 954-242-0515

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Msa: Advanced Medicare Issues	Property & Casualty	53540	1	Property/Casualty	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0365 **SECURITIES TRAINING CORPORATION**

390 MAIN ST STE 332  
WORCESTER, MA 01608

Website: [www.stcusa.com](http://www.stcusa.com)

Contact: JEAN M CARTER at 800-782-2678 ext 204

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Annuity Plans - 2009	Life	51724	3	Life/Health	3
Self-Study	Asset Allocation - 2009	Life	51512	3	Life/Health	3
Self-Study	Business Continuation - 2009	Life	53496	3	Life/Health	3
Self-Study	Customer Communication For The Institutional Professional - 2010	Life	53667	3	Life/Health	3
Self-Study	Documentation Of Client Accounts & Orders - 2009	Life	52112	3	Life/Health	3
Self-Study	Equity Options - 2009	Life	53176	5	Life/Health	5
Self-Study	Estate Planning - 2009	Life	52111	4	Life/Health	4
Self-Study	Ethical Decision Making For Financial Professionals - 2010	Ethics	54100	4	Ethics	4
Self-Study	Ethics & Customer Service 2nd Ed.- 2010	Ethics	53665	4	Ethics	4
Self-Study	Ethics And The Registered Representative - 2010	Ethics	54101	3	Ethics	3
Self-Study	Ethics And The Sale 2nd Ed. - 2010	Ethics	53666	5	Ethics	5
Self-Study	Funding Education - 529 Plans 2010	Life	53916	3	Life/Health	3
Self-Study	Investment Advisor In Theory & Practice - 2009	Life	53177	5	Life/Health	5
Self-Study	Investment Banking - 2008	Life	49948	4	Life/Health	4
Self-Study	Life Insurance Concepts - 2010	Life	53668	3	Life/Health	3
Self-Study	Municipal Bonds - 2009	Life	51511	5	Life/Health	5
Self-Study	Mutual Fund Concepts - 2010	Life	53917	2	Life/Health	2
Self-Study	Pension Rollover Training - 2010	Life	53915	3	Life/Health	3
Self-Study	Retirement Planning - 2009	Life	52106	4	Life/Health	4
Self-Study	Retirement Planning For Business Owners (2009)	Life	52107	3	Life/Health	3
Self-Study	Selected Health Insurance - 2009	Accident & Health	51723	3	Life/Health	3
Self-Study	Selling Securities In A Banking Environment - 2009	Life	51722	3	Life/Health	3
Self-Study	Series 6 - 2009	Life	51282	24	Life/Health	24
Classroom	Series 6 (classroom) - 2009	Life	52114	15	Life/Health	15
Classroom	Series 63 (classroom) - 2009	Life	52115	3	Life/Health	3
Self-Study	Series 63 (self-study) - 2009	Life	52113	8	Life/Health	8
Classroom	Series 65 Classroom - 2010	Life	54099	11	Life/Health	11
Classroom	Series 66 - Classroom	Life	54098	7	Life/Health	7

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0365 SECURITIES TRAINING CORPORATION**

390 MAIN ST STE 332  
WORCESTER, MA 01608

Website: [www.stcusa.com](http://www.stcusa.com)

Contact: JEAN M CARTER at 800-782-2678 ext 204

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Series 7 - 2009	Life	51280	24	Life/Health	24
Classroom	Series 7 (4 Day) Classroom	Life	50558	32	Life/Health	32
Classroom	Series 7 Classroom - 2010	Life	53669	15	Life/Health	15
Self-Study	Stc Aml-retail- 2008	Life	49696	3	Life/Health	3
Self-Study	Suitability & Risk - 2009	Life	52108	4	Life/Health	4
Self-Study	Suitability & Sales Practices For Variable Annuities - 2009	Life	51281	3	Life/Health	3
Self-Study	Supervisory Rules & Procedures - 2008	Life	49949	5	Life/Health	5
Self-Study	Taxation & Tax Planning - 2009	Life	52109	4	Life/Health	4
Self-Study	The Living Trust & Other Estate Planning Techniques - 2008	Life	50507	20	Life/Health	20
Self-Study	Tools & Techniques Of Estate Planning 14th Ed - 2008	Life and Ethics	50146	30	Life/Health	27
		Life and Ethics			Ethics	3
Self-Study	Tools & Techniques Of Financial Planning 8th Edition	Life and Ethics	49846	37	Ethics	3
		Life and Ethics			Life/Health	34
Self-Study	U.s. Government & Agency Securities - 2009	Life	51513	4	Life/Health	4
Self-Study	Ultimate Trust Resource 2nd Ed - 2009	Life	51725	20	Life/Health	20
Self-Study	Variable Annuities & Variable Life Insurance - 2009	Life	52110	4	Life/Health	4

**0581 SERVICEMASTER CLEAN**

3839 FOREST HILL IRENE RD  
MEMPHIS, TN 38175-1027

Website: [www.servicemasterclean.com](http://www.servicemasterclean.com)

Contact: ANDREA C GORDON at 901-597-7366

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Ethics - If You Don't Live It, You Don't Believe It	Ethics	51021	3	Ethics	3
Classroom	Mitigating Personal Property Packout Claims	Property & Casualty	53235	3	Property/Casualty	3
Classroom	Mold Remediation- 2008	Property & Casualty	49666	3	Property/Casualty	3

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March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0581 **SERVICEMASTER CLEAN**  
3839 FOREST HILL IRENE RD  
MEMPHIS, TN 38175-1027

Website: [www.servicemasterclean.com](http://www.servicemasterclean.com)

Contact: ANDREA C GORDON at 901-597-7366

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Restorative Structural Drying - 2009	Property	51020	6	Property/Casualty	6
Classroom	Smoke And Odor Damage Mitigation-2008	Property & Casualty	49667	3	Property/Casualty	3
Classroom	Understanding Furniture Damage Restoration - 2009	Property	51989	3	Property/Casualty	3
Classroom	Water Damage Mitigation- 2008	Property & Casualty	49665	3	Property/Casualty	3
Classroom	Water Damage Mitigation For Modular Homes	Property & Casualty	53234	3	Property/Casualty	3

0637 **SERVPRO INDUSTRIES, INC.**  
P.O. BOX 1978  
GALLATIN, TN 37066

Website: [www.servpro.com](http://www.servpro.com)

Contact: MANDI GREEN at 615-451-0600 ext 1546

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Cleaning & Restoring Smoke-damaged Contents	Property	52820	2	Property/Casualty	2
Classroom	Deodorization Of Malodors	Property	52819	2	Property/Casualty	2
Classroom	Fire Damage Restoration- 2008	Property	50273	4	Property/Casualty	4
Classroom	Restorative Drying For Loss Control-2008	Property	50276	2	Property/Casualty	2
Classroom	Restorative Drying Of Water Damage	Property & Casualty	50481	2	Property/Casualty	2
Classroom	Restoring Contaminated Buildings	Property & Casualty	50483	2	Property/Casualty	2
Classroom	Understanding Mold Mitigation (2 Hr)-2008	Property	50274	2	Property/Casualty	2
Classroom	Water Damage Restoration- 2008	Property	50275	4	Property/Casualty	4

0738 **SHERWIN-WILLIAMS AUTOMOTIVE FINISHES**  
7019 HIGH GROVE BLVD  
BURR RIDGE, IL 60527

Website: None Provided

Contact: MARTY DEWEY at 630-887-7516

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Insurance Agents Course - 2009	Property & Casualty	53184	7	Property/Casualty	7

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0019 SOCIETY OF CPCU (THE)**

720 PROVIDENCE RD  
MALVERN, PA 19355

Website: [www.cpcusociety.org](http://www.cpcusociety.org)

Contact: BARRY R MIDWOOD at 610-251-2716

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2008 Commerical Property Changes	Property	52331	2	Property/Casualty	2
Classroom	Additional Insured & Insurance Certificate Issues - 2009	Property	53743	4	Property/Casualty	4
Classroom	Business Income Made Easy	Property	52330	2	Property/Casualty	2
Classroom	Certificates Of Insurance...or My Job In The Prison Laundry	Property	52329	2	Property/Casualty	2
Classroom	Changing Environment For Builders Risk Insurance	Property	52328	2	Property/Casualty	2
Classroom	Changing World Of Internet, Cyber Risk & Insurance	Property	52327	2	Property/Casualty	2
Classroom	Embracing Ethics	Ethics	52326	3	Ethics	3
Classroom	Emerging Issues For Today's Insurance Professional	Property	52325	2	Property/Casualty	2
Classroom	Emerging Trends In Personal Lines Insurance	Property	52324	2	Property/Casualty	2
Classroom	Ethics & The Insurance Leader	Ethics	53726	4	Ethics	4
Classroom	Leadership And Ethics (4hr) - 2009	Ethics	51530	4	Ethics	4
Classroom	Mock Trial: Rocky Mountain Heist	Property	52323	4	Property/Casualty	4
Classroom	Modern Risk Management	Property	50450	4	Property/Casualty	4
Classroom	Supply Chain Management & Insurance	Property	52322	2	Property/Casualty	2
Classroom	Tips, Tricks & Traps Of The Cgl - 2009	Property	52321	4	Property/Casualty	4
Classroom	Underwriting For A Sustainable World	Property	52320	2	Property/Casualty	2
Classroom	What Fema Never Told You...about Flood	Flood	52425	2	Property/Casualty	2
Classroom	What's Happening In Your Neighborhood	Property	52332	4	Property/Casualty	4
Classroom	Workers Compensation Trends In 2009 & 2010	Casualty	52426	4	Property/Casualty	4

**0018 SOCIETY OF FINANCIAL SERVICE PROFESSIONALS**

19 CAMPUS BLVD. STE 100  
NEWTOWN SQUARE, PA 19073

Website: [www.financialpro.org](http://www.financialpro.org)

Contact: MARSHALL LIPSON at 610-526-2521

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2009 Naepc Conference	Life	52944	16	Life/Health	16

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0018 SOCIETY OF FINANCIAL SERVICE PROFESSIONALS

19 CAMPUS BLVD. STE 100  
NEWTOWN SQUARE, PA 19073

Website: [www.financialpro.org](http://www.financialpro.org)

Contact: MARSHALL LIPSON at 610-526-2521

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	2010 Aalu Day 1 Sunday	Life and Accident & Health	54239	2	Life/Health	2
Classroom	2010 Aalu Day 2 Monday	Life and Accident & Health	54240	2	Life/Health	2
Classroom	2010 Aalu Day 3 Tuesday	Life and Accident & Health	54241	1	Life/Health	1
Classroom	2010 Aalu Day 4 Wednesday	Life and Accident & Health	54242	2	Life/Health	2
Classroom	2010 Arizona Institute	Life and Accident & Health	53472	19	Life/Health	19
Classroom	2010 February Vtc	Life	53637	2	Life/Health	2
Classroom	2010 Int'l Forum Day 1 Saturday	Life	53473	2	Life/Health	2
Classroom	2010 Int'l Forum Day 2 Sunday General Session	Life	53474	1	Life/Health	1
Classroom	2010 Int'l Forum Day 2 Sunday Workshops	Life	53475	2	Life/Health	2
Classroom	2010 Int'l Forum Day 3 Monday	Life	53476	1	Life/Health	1
Classroom	2010 Int'l Forum Day 4 Tuesday	Life	53477	1	Life/Health	1
Classroom	2010 Lpl Insurance Champion Conference	Life	54200	5	Life/Health	5
Classroom	Guidelines For Professional Ethical Conduct...	Ethics	50402	2	Ethics	2

#### 0745 SOCIETY OF FINANCIAL SERVICE PROFESSIONALS CENTRAL MICHIGAN CHAPTER

3640 Trianon Trl  
Holt, MI 48842

Website: [www.financialpro.org](http://www.financialpro.org)

Contact: Mike Ried at 517-347-5710

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Accomplishing Client Wants	Life and Accident & Health	54251	2	Life/Health	2
Classroom	Changing Face Of Estate Planning	Life and Accident & Health	49161	2	Life/Health	2
Classroom	Exit Strategy Planning	Life and Accident & Health	52059	2	Life/Health	2
Classroom	Income For Retirees	Life	53664	2	Life/Health	2
Classroom	Plan Designs And Personal Goals	Life	50892	2	Life/Health	2

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0745 SOCIETY OF FINANCIAL SERVICE PROFESSIONALS CENTRAL MICHIGAN CHAPTER**

3640 Trianon Trl  
Holt, MI 48842

Website: [www.financialpro.org](http://www.financialpro.org)

Contact: Mike Ried at 517-347-5710

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Retirement For The Small Business Owner	Life and Accident & Health	50446	2	Life/Health	2

**0595 SOCIETY OF FINANCIAL SERVICE PROFESSIONALS S.W. MICHIGAN CHAPTER # 246**

PO BOX 2136  
PORTAGE, MI 49081--213

Website: None Provided

Contact: HELEN COLEMAN at 269-373-9090

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Different Strokes	Life	50834	2	Life/Health	2
Classroom	Income, Income, Income For Today's Retirees	Life	53675	3	Life/Health	3
Classroom	Mom & Pop Are Ready To Retire, But Is Their Money Ready Too?	Life	50621	3	Life/Health	3
Classroom	Professional Ethics Code	Ethics	50784	3	Ethics	3
Classroom	The Changing Face Of Estate Planning	Life	49360	3	Life/Health	3
Classroom	True Confessions Of An Exit Strategy Advisor	Life	51582	3	Life/Health	3

**0869 STANLEY STEEMER INTERNATIONAL**

5500 STANLEY STEEMER PARKWAY  
DUBLIN, OH 43016

Website: None Provided

Contact: NICHOLAS ALBANESE at 614-764-2007

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Advanced Water Restoration	Property & Casualty	52433	4	Property/Casualty	4

**0823 STATE CONTINUING EDUCATION, INC.**

1514 N. GREENVILLE  
STE. 310  
ALLEN, TX 75002

Website: [www.statece.com](http://www.statece.com)

Contact: BETSY BLEVINS at 972-954-8030

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Annuity Fundamentals - 2009	Life	53168	8	Life/Health	8

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

**0823 STATE CONTINUING EDUCATION, INC.**

1514 N. GREENVILLE  
STE. 310  
ALLEN, TX 75002

Website: [www.statece.com](http://www.statece.com)

Contact: BETSY BLEVINS at 972-954-8030

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Business Insurance - 2009	Life, Accident & Health and Property & Casualty	53167	8	Either	8
Self-Study	Commercial P&c Insurance - 2009	Property & Casualty	53166	9	Property/Casualty	9
Self-Study	Ethics	Ethics	49579	3	Ethics	3
Self-Study	Financial Planning Today - 2009	Life	53165	10	Life/Health	10
Self-Study	Flood Insurance Essentials	Flood	51418	3	Property/Casualty	3
Self-Study	Health Insurance Fundamentals - 2009	Accident & Health	53164	10	Life/Health	10
Self-Study	Intro To P&c Insurance - 2009	Property & Casualty	53163	10	Property/Casualty	10
Self-Study	Life Insurance Fundamentals - 2009	Life	53162	11	Life/Health	11
Self-Study	Michigan Long-term Care	Long Term Care	49578	6	Life/Health	6
Self-Study	Principals Of P&c Insurance - 2009	Property & Casualty	53161	9	Property/Casualty	9
Self-Study	Retirement Basics - 2009	Life	53160	8	Life/Health	8

**0677 STONERIVER REGED, INC.**

2100 GATEWAY CENTRE BLVD., STE 200  
MORRISVILLE, NC 27560

Website: [www.reged.stoneriver.com](http://www.reged.stoneriver.com)

Contact: BRANDI BROWN at 800-334-8322 ext 5256

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	403(b) Plans - Taking Care Of Employees Of Non-profit Organizations	Life	53198	3	Life/Health	3
Self-Study	A Look At Advanced Variable Annuities - 2009	Life	52431	4	Life/Health	4
Self-Study	Advanced Technical Background For Needs Selling - 2010	Life	53876	15	Life/Health	15
Self-Study	Advanced Variable Annuities - 2009	Life	51460	2	Life/Health	2
Self-Study	An Ethical Paradox: When Taking Second Place Means That You Win- 2008	Ethics	49481	2	Ethics	2
Self-Study	An Overview Of Business Insurance - 2010	Life	53881	5	Life/Health	5
Self-Study	An Overview Of Disability Income Insurance - 2010	Accident & Health	53802	1	Life/Health	1
Self-Study	An Overview Of Qualified Retirement Plans - 2010	Life	53879	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0677 **STONERIVER REGED, INC.**

2100 GATEWAY CENTRE BLVD., STE 200  
MORRISVILLE, NC 27560

Website: [www.reged.stoneriver.com](http://www.reged.stoneriver.com)

Contact: BRANDI BROWN at 800-334-8322 ext 5256

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Anti-money Laundering For Insurance 2nd Edition - 2009	Life, Accident & Health and Property & Casualty	52057	3	Either	3
Self-Study	Anti-money Laundering Update 2007 (2009)	Life, Accident & Health and Property & Casualty	51461	3	Either	3
Self-Study	Applying Business Law To Insurance Concerns	Property & Casualty	52720	1	Property/Casualty	1
Self-Study	Asset Allocation Strategies - 2010	Life	53870	3	Life/Health	3
Self-Study	Cardiovascular Disease	Life and Accident & Health	53125	3	Life/Health	3
Self-Study	Case Studies In Agent Responsibility	Ethics	53389	2	Ethics	2
Classroom	Claims-made Versus Occurrence Policies	Property & Casualty	53927	2	Property/Casualty	2
Self-Study	College Savings: Planning For Your Child's Future - 2008	Life	50094	3	Life/Health	3
Self-Study	Commercial Coverages, Exclusions, And Perils	Property & Casualty	52918	1	Property/Casualty	1
Self-Study	Commercial Property Insurance - 2008	Property & Casualty	50694	2	Property/Casualty	2
Self-Study	Construction Insurance, Bonding And Liens	Property & Casualty	52919	2	Property/Casualty	2
Self-Study	Consumer Privacy Protection	Life, Accident & Health and Property & Casualty	53282	1	Either	1
Self-Study	Contractual Liability Surrounding The Additional Insured	Property & Casualty	52652	2	Property/Casualty	2
Self-Study	Customer Communications Iii - 2010	Life	54139	3	Life/Health	3
Self-Study	Disaster Planning - 2008	Property & Casualty	50693	4	Property/Casualty	4
Self-Study	Diversification: A Strategy For Asset Protection And Growth - 2010	Life	53862	3	Life/Health	3
Self-Study	Employing Various Types Of Trusts In The Estate Planning Process	Life	53929	3	Life/Health	3
Self-Study	Equity Indexed Annuities - 2010	Life	53805	3	Life/Health	3
Self-Study	Estate Planning - 2010	Life	53866	2	Life/Health	2
Self-Study	Estate Planning For The Generations: Baby Boomers & Generation X	Life	51517	2	Life/Health	2
Self-Study	Ethical Issues In The Financial Services Industry - 2009	Ethics	52136	5	Ethics	5

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MORRISVILLE, NC 27560

Website: [www.reged.stoneriver.com](http://www.reged.stoneriver.com)

Contact: BRANDI BROWN at 800-334-8322 ext 5256

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ethical Standards In The Insurance Industry - 2010	Ethics	53800	2	Ethics	2
Self-Study	Ethics Ii - 2nd Edition (2010)	Ethics	53867	2	Ethics	2
Self-Study	Ethics Iii: Case Studies In Ethics And Suitability - 2010	Ethics	53808	5	Ethics	5
Self-Study	Ethics In Insurance - 2008	Ethics	49992	10	Ethics	10
Self-Study	Ethics Vii: Truth And Accuracy In Documentation	Ethics	51915	3	Ethics	3
Self-Study	Executive Comp Planning - Recruiting, Rewarding & Retaining Executives	Life	50309	3	Life/Health	3
Self-Study	Executive, Director And Officer Liability	Property & Casualty	53541	2	Property/Casualty	2
Self-Study	Financial Planning Principles And Processes	Life	50651	10	Life/Health	10
Self-Study	Fire And Other Underwriting Hazards	Property & Casualty	54051	1	Property/Casualty	1
Self-Study	Fixed And Variable Annuities - 2010	Life	53868	2	Life/Health	2
Self-Study	Fixed And Variable Life Insurance - 2010	Life	53869	2	Life/Health	2
Self-Study	Flood Insurance Training: Be An Expert 2009	Flood	51085	4	Property/Casualty	4
Self-Study	General Liability - A Comprehensive Overview	Property & Casualty	52951	1	Property/Casualty	1
Self-Study	Group Health Insurance - 2010	Accident & Health	54137	4	Life/Health	4
Self-Study	Guiding Clients Through Difficult Markets - 2010	Life	53864	6	Life/Health	6
Self-Study	Homeowners And Dwelling Insurance - 2008	Property & Casualty	50503	15	Property/Casualty	15
Self-Study	Income Tax Planning For Financial Advisors - 2009	Life	53601	1	Life/Health	1
Self-Study	Income Taxation Of Life Insurance- 2008	Life	49563	2	Life/Health	2
Self-Study	Income Taxation Of Non-qualified Annuities - 2008	Life	50692	2	Life/Health	2
Self-Study	Individual Retirement Accounts - 2010	Life	53877	3	Life/Health	3
Self-Study	Information Security Awareness - 2008	Life	50695	3	Life/Health	3
Self-Study	Initial Public Offerings - 2009	Life	51683	8	Life/Health	8
Self-Study	Inland Marine Insurance - 2008	Property & Casualty	50501	2	Property/Casualty	2
Self-Study	Insurance Ethics: Walking A Sometimes Invisible Line - 2008	Ethics	49991	4	Ethics	4

Changes may have been made since the report was compiled. Please contact the providers directly to verify that the courses are still being offered and to obtain course locations, schedules and costs.

# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0677 **STONERIVER REGED, INC.**

2100 GATEWAY CENTRE BLVD., STE 200  
MORRISVILLE, NC 27560

Website: [www.reged.stoneriver.com](http://www.reged.stoneriver.com)

Contact: BRANDI BROWN at 800-334-8322 ext 5256

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Insurance Fraud - Detection And Prevention	Life, Accident & Health and Property & Casualty	52479	2	Either	2
Self-Study	Insurance Law - 2009	Life and Accident & Health and Ethics	51109	13	Life/Health	10
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Insuring The Home Based Business	Life, Accident & Health and Property & Casualty	53199	2	Either	2
Self-Study	Internal Revenue Code Section 1031: Nontaxable Exchanges - 2008	Life, Accident & Health and Property & Casualty	49993	2	Either	2
Self-Study	Ira, Sep & Keogh Plans - 2010	Life	53880	7	Life/Health	7
Self-Study	Life Insurance And The Peace Of Mind It Offers	Life	54049	3	Life/Health	3
Self-Study	Long Term Care - An In-depth View (2009)	Long Term Care	52338	8	Life/Health	8
Self-Study	Long Term Care: 4 Hour Training Requirement	Long Term Care	54136	4	Life/Health	4
Self-Study	Market Conduct For Financial Services Professionals - 2008	Ethics	50830	3	Ethics	3
Self-Study	Modern Variable Annuity Contract Benefits	Life	54208	3	Life/Health	3
Self-Study	Moving Forward With Reverse Mortgages & Other Investment Vehicles	Life	51516	4	Life/Health	4
Self-Study	Municipal Bonds - 2010	Life	53872	3	Life/Health	3
Self-Study	Mutual Fund Distribution Practices And Costs - 2009	Life	52867	3	Life/Health	3
Self-Study	Mutual Funds Multi-class Shares - 2010	Life	53863	6	Life/Health	6
Self-Study	Mutual Funds Multi-class Shares: Suitability And Sales Practices- 3rd Ed	Life	54141	6	Life/Health	6
Self-Study	Partnership Programs: A Ltc Companion - 2010	Long Term Care	53865	3	Life/Health	3
Self-Study	Pension Planning - 2008	Life	50088	15	Life/Health	15
Self-Study	Pension Protection Act Of 2006 (2009)	Life	52432	2	Life/Health	2
Self-Study	Personal Automobile Insurance - 2008	Property & Casualty	50502	12	Property/Casualty	12
Self-Study	Personal Automobile Insurance Basics - 2008	Property & Casualty	50691	1	Property/Casualty	1

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Personal Automobile Rating - 2008	Property & Casualty	50690	1	Property/Casualty	1
Self-Study	Personal Umbrella Policy - 2008	Property & Casualty	50500	2	Property/Casualty	2
Self-Study	Pops, Fsas, Hras, & Hsas: Combining Benefits - 2008	Life and Accident & Health	50091	3	Life/Health	3
Self-Study	Practical Estate Planning - 2nd Edition (2009)	Life	52428	38	Life/Health	38
Self-Study	Preparing Your Customers For And Assessing Natural Disasters	Property & Casualty	53722	1	Property/Casualty	1
Self-Study	Preventing And Detecting Money Laundering - 2nd Edition (2010)	Ethics	53873	2	Ethics	2
Self-Study	Preventing Financial Calamity By Being Prepared When Disaster Strikes	Life, Property and Casualty	51565	2	Either	2
Self-Study	Principles Of Asset Allocation - 2010	Life	53871	3	Life/Health	3
Self-Study	Protection Of Nonpublic Information	Life, Accident & Health and Property & Casualty	51566	2	Either	2
Self-Study	Recommending Endorsements To Complete The Commercial Property Ins Pkg	Property & Casualty	53542	2	Property/Casualty	2
Self-Study	Replacements, 1035 Exchanges And Mutual Fund Switches - 2010	Life	53878	3	Life/Health	3
Self-Study	Retirement Plan Rollovers - 2010	Life	53875	6	Life/Health	6
Self-Study	Retirement Planning For Seniors: Helping Our Clients Take Charge - 2008	Life and Accident & Health	49990	10	Life/Health	10
Self-Study	Risk Management- 2008	Life and Accident & Health	49562	1	Life/Health	1
Self-Study	Risk Management In The Property & Casualty Industry	Property & Casualty	53170	1	Property/Casualty	1
Self-Study	Role And Responsibility Of The Insurance Adjuster - 182	Property & Casualty	52953	2	Property/Casualty	2
Self-Study	Sarbanes-oxley Primer: An Overview Of Life The Act And Related Rules - 2010	Life	54138	10	Life/Health	10
Self-Study	Section 529 Qualified Tuition Plan Suitability Issues - 2008	Life	49995	2	Life/Health	2
Self-Study	Selling & Exchanging Annuities: A Look At Suitability Issues - 2008	Life	50089	5	Life/Health	5
Self-Study	Senior Protection In Annuity Transactions: Model Regulation - 2008	Life	50699	5	Life/Health	5
Self-Study	Sharing The Risk Through Reinsurance	Property & Casualty	52868	3	Property/Casualty	3

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0677 **STONERIVER REGED, INC.**

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MORRISVILLE, NC 27560

Website: [www.reged.stoneriver.com](http://www.reged.stoneriver.com)

Contact: BRANDI BROWN at 800-334-8322 ext 5256

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Standard Fire Policy - 2008	Property & Casualty	50698	1	Property/Casualty	1
Self-Study	Suitability Of Annuity And Life Transactions	Life	51466	3	Life/Health	3
Self-Study	Taxation Of Life Insurance Products 2nd Edition - 2010	Life	54140	2	Life/Health	2
Self-Study	Term Insurance - 2010	Life	53874	3	Life/Health	3
Self-Study	The Basics Of Cancer In The Insurance World	Life and Accident & Health	52480	2	Life/Health	2
Self-Study	The Contract - 2008	Property & Casualty	50697	2	Property/Casualty	2
Self-Study	The Development & Operation Of Equity Indexed Annuities - 2008	Life	50093	4	Life/Health	4
Self-Study	The Ins And Outs Of Communicating With Clients	Life, Accident & Health and Property & Casualty	54248	5	Either	5
Self-Study	Treatment Of Seniors: Suitability & Considerations - 2010	Life	54135	3	Life/Health	3
Self-Study	Unauthorized Insurance Entities - 2008	Life and Accident & Health	49994	3	Life/Health	3
Self-Study	Understanding Insurance Litigation	Property & Casualty	53928	2	Property/Casualty	2
Self-Study	Understanding Life Insurance Contract Riders	Life and Accident & Health	54052	4	Life/Health	4
Self-Study	Understanding Var Annuities: Functions, Benefits, Limits & Needs - 2008	Life	50090	6	Life/Health	6
Self-Study	Unethical Behavior - Opportunities Abound	Ethics	52861	4	Ethics	4
Self-Study	Variable Annuities And Their Suitability - 2010	Life	53803	3	Life/Health	3
Self-Study	Variable Annuity Living Benefit Riders: Operations And Suitability- 2008	Life	49996	3	Life/Health	3
Self-Study	Workers Compensation - 2008	Property & Casualty	50696	1	Property/Casualty	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0773 **SUNGLO RESTORATION SERVICES, INC.**

22960 VENTURE DRIVE  
NOVI, MI 48375

Website: WWW.SUNGLOSERVICES.COM

Contact: TRACI MORGAN at 800-574-2000

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Fire Restoration Procedures	Property & Casualty	49577	6	Property/Casualty	6
Classroom	S520 Class - 2008	Property	50156	6	Property/Casualty	6
Classroom	Water Damage & Mold Remediation	Property	51531	6	Property/Casualty	6
Classroom	Water Damage Mitigation - 2008	Property	49845	8	Property/Casualty	8

0881 **SUNRISE CLEANING & CONSTRUCTION SERVICES**

5610 IAMONE  
LANSING, MI 48911

Website: None Provided

Contact: MICHELLE FRUSH at 517-204-6717

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Advanced Drying Techniques And Mold Remediation	Property	53604	6	Property/Casualty	6

0567 **THE ASSOCIATION OFFICE**

3565 HAVENHURST BLVD  
PO BOX 140666  
TOLEDO, OH 43614

Website: None Provided

Contact: MARYANN PONTIUS at 419-381-1717

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	An Overview Of Charitable Giving	Life	49915	2	Life/Health	2
Classroom	Are Stocks Really Worth The Risk	Life	54058	1	Life/Health	1
Classroom	Asset Protection Tools & Strategies: From Simple To Advanced	Life	49939	2	Life/Health	2
Classroom	Changing World Of The Financial Advisor	Life	51387	2	Life/Health	2
Classroom	Estate Planning In The 21st Century - What's Next?	Life	54060	1	Life/Health	1
Classroom	Guidelines For Professional Ethical Conduct	Ethics	53448	3	Ethics	3
Classroom	Indices As Lenses: Setting The Stage For Attribution	Life	52760	1	Life/Health	1
Classroom	Loan Regime Split Dollar/taxes	Life	52759	1	Life/Health	1
Classroom	State Of Us And Global Economy	Life	54057	1	Life/Health	1

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

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3565 HAVENHURST BLVD  
PO BOX 140666  
TOLEDO, OH 43614

Website: None Provided

Contact: MARYANN PONTIUS at 419-381-1717

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Succession, Retirement & Estate Planning Strategies For Owners	Life and Accident & Health	49300	2	Life/Health	2
Classroom	Tax Planning - More Important Now Than Ever Before	Life	54056	1	Life/Health	1
Classroom	Top 10 Traps For Retirement Distribution Planning	Life	51578	1	Life/Health	1
Classroom	Trusteed Iras	Life	52761	1	Life/Health	1
Classroom	Use Of Trusts For Beneficiaries With A Disability	Life	52945	1	Life/Health	1
Classroom	Using Life Insurance In Business Mktplace For Employee Nonqual Bnft Plng	Life	49916	2	Life/Health	2
Classroom	Wealth Transfer Techniques	Life	49917	2	Life/Health	2
Classroom	Your Client And The Question Of Charity	Life	54059	1	Life/Health	1

**0803 THE CENTER FOR INSURANCE EDUCATION**

23100 PROVIDENCE DR STE 250  
SOUTHFIELD, MI 48075

Website: None Provided

Contact: BRIAN FRANCIS at 248-423-5006

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	A Breach Of Duty	Ethics	50855	4	Ethics	4
Classroom	A Guide To Directors & Officers Insurance	Property & Casualty	51270	4	Property/Casualty	4
Classroom	A Producer's Guide To Environmental Insurance	Property & Casualty	53585	4	Property/Casualty	4
Classroom	A Violation Of Trust	Ethics	50151	4	Ethics	4
Classroom	Contract Essentials	Life, Accident & Health and Property & Casualty	51059	4	Either	4
Classroom	Directors, Officers And Controlling Shareholders	Property & Casualty	51269	4	Property/Casualty	4
Classroom	Environmental Law	Property & Casualty	51420	4	Property/Casualty	4
Classroom	Ethics, Business And The Law	Ethics	51151	4	Ethics	4
Classroom	Failed Promises	Life, Accident & Health and Property & Casualty	50925	4	Either	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0803 THE CENTER FOR INSURANCE EDUCATION

23100 PROVIDENCE DR STE 250  
SOUTHFIELD, MI 48075

Website: None Provided

Contact: BRIAN FRANCIS at 248-423-5006

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	How Insurance Policies Are Interpreted	Property & Casualty	50147	4	Property/Casualty	4
Classroom	Managing Electronic Risk	Property & Casualty	49778	4	Property/Casualty	4
Classroom	Shock Loss	Property & Casualty	50978	4	Property/Casualty	4
Classroom	So Many Coverages... So Little Time	Property & Casualty	53584	4	Property/Casualty	4
Classroom	The Common Law Of Torts	Property & Casualty	51152	4	Property/Casualty	4
Classroom	The Language Of Disability Insurance	Accident & Health	50991	4	Life/Health	4
Classroom	The Risk Management Process	Life, Accident & Health and Property & Casualty	54025	4	Either	4
Classroom	Understanding Insurance Law	Life, Accident & Health and Property & Casualty	53583	4	Either	4
Classroom	Worker's Compensation Statute And Insurance	Property & Casualty	50854	4	Property/Casualty	4

#### 0687 THE CLEAN SOURCE

0-904 CHICAGO DR  
JENISON, MI 49428

Website: [www.thecleansource.com](http://www.thecleansource.com)

Contact: DANA RICKERS at 616-457-1903

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Biohazard Remediation- 2008	Property	49704	3	Property/Casualty	3

#### 0865 THE LAW OFFICES OF JEFFREY R. SHARP, PLC

200 EAST BIG BEAVER  
TROY, MI 48083

Website: None Provided

Contact: JEFFREY R SHARP at 248-457-4551

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Medicaid Planning Techniques	Life and Accident & Health	52168	2	Life/Health	2

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0179 THE NATIONAL UNDERWRITER CO.

5081 OLYMPIC BLVD.  
ERLANGER, KY 41018

Website: [www.nuco.com](http://www.nuco.com)

Contact: MARK LAAKE at 859-692-2263

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	2009 Anti-money Laundering For Insurance Producers	Property & Casualty	52423	1	Property/Casualty	1
Self-Study	A Closer Look At Life Settlements	Life	52957	5	Life/Health	5
Self-Study	A Detailed Introduction To Life Settlements	Life and Accident & Health	52463	7	Life/Health	7
Classroom	A Foreign Concept: International Insurance - 2010	Property & Casualty	53960	2	Property/Casualty	2
Self-Study	Aml For Insurance Producers Base Course	Property & Casualty	52424	2	Property/Casualty	2
Self-Study	Business Auto Coverage Guide 2nd Edition - 2009	Property & Casualty	52912	13	Property/Casualty	13
Self-Study	Business Auto Policy Explained - 2009	Property & Casualty	52386	12	Property/Casualty	12
Self-Study	Businessowners Policy Explained	Property & Casualty	53051	7	Property/Casualty	7
Classroom	Cfp Code Of Ethics & Rules Of Conduct	Ethics	51955	2	Ethics	2
Self-Study	Cgl Explained - 2009	Property & Casualty	52666	16	Property/Casualty	16
Classroom	Cltc Comprehensive Program In Ltc Planning - 2009	Life and Accident & Health and Ethics	53263	18	Life/Health	16
		Life and Accident & Health and Ethics			Ethics	2
Self-Study	Commercial General Liability 8th Edition - 2009	Property & Casualty	52660	18	Property/Casualty	18
Self-Study	Commercial Property Coverage Guide 3rd Ed - 2008	Property	50652	27	Property/Casualty	27
Self-Study	Commercial Property Policy Explained - 2009	Property & Casualty	52662	6	Property/Casualty	6
Self-Study	Commercial Umbrella Explained - 2009	Property & Casualty	51335	8	Property/Casualty	8
Classroom	Compliance & Market Conduct Exchange	Life and Accident & Health	51920	12	Life/Health	12
Self-Study	Cope Explained - 2009	Property & Casualty	51452	6	Property/Casualty	6
Self-Study	Distribution Planning - 2009	Life	52381	8	Life/Health	8
Self-Study	Equity Indexed Annuities Explained	Life	53333	4	Life/Health	4
Self-Study	E-risk Liabilities In A Wired World - 2009	Property & Casualty	52665	16	Property/Casualty	16
Self-Study	Estate Planning - 2009	Life	52384	7	Life/Health	7
Self-Study	Ethics & Customer Service 2nd Ed - 2008	Life and Ethics	50206	8	Life/Health	5
		Life and Ethics			Ethics	3

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Website: [www.nuco.com](http://www.nuco.com)

Contact: MARK LAAKE at 859-692-2263

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Ethics & The Sale 2nd Ed - 2008	Life and Ethics	50207	8	Life/Health	5
		Life and Ethics			Ethics	3
Self-Study	Ethics In Insurance: Past & Present	Ethics	50840	5	Ethics	5
Classroom	Feeling The Heat Web Seminar	Property & Casualty	51106	2	Property/Casualty	2
Classroom	Fixed Annuities - 2008	Life	50001	1	Life/Health	1
Self-Study	Group Benefits Disability Specialist	Accident & Health	50654	24	Life/Health	24
Self-Study	Homeowners Coverage Guide 3rd Ed.- 2008	Property & Casualty	49465	20	Property/Casualty	20
Self-Study	How To Plan For Baby Boomers	Life	49444	12	Life/Health	12
Self-Study	Insuring To Value 2nd Edition - 2009	Property & Casualty	52217	10	Property/Casualty	10
Classroom	International Insurance Issues For Larger Clients - 2010	Property & Casualty	53884	2	Property/Casualty	2
Self-Study	Introduction To Annuities - 2009	Life	52383	11	Life/Health	11
Self-Study	Introduction To Homeowners - 2009	Property & Casualty	52661	13	Property/Casualty	13
Self-Study	Introduction To Life Insurance - 2009	Life	52387	6	Life/Health	6
Self-Study	Introduction To Long Term Care - 2009	Long Term Care	52385	12	Life/Health	12
Self-Study	Introduction To Medicare - 2009	Life and Accident & Health	52382	4	Life/Health	4
Self-Study	Introduction To Universal Life	Life	51997	3	Life/Health	3
Self-Study	Introduction To Variable Life Insurance - 2008	Life	50653	10	Life/Health	10
Self-Study	Long Term Care Certification Program - 2009	Long Term Care	53260	15	Life/Health	15
Self-Study	Medicare Advantage & Part D Plan Training	Life and Accident & Health	50120	4	Life/Health	4
Self-Study	Monitoring & Regulating Life Settlements	Life	52958	5	Life/Health	5
Classroom	Overviews Of Defense Base Act - 2010	Property & Casualty	53885	1	Property/Casualty	1
Self-Study	Personal Auto Coverage Guide 2nd Edition - 2009	Property & Casualty	52663	21	Property/Casualty	21
Self-Study	Personal Umbrella Coverage Guide - 2009	Property & Casualty	52216	9	Property/Casualty	9
Self-Study	Present & Future Considerations Of Life Settlements	Life	53181	6	Life/Health	6
Self-Study	T&t Of Charitable Planning 2nd Ed.- 2008	Life and Accident & Health	49464	26	Life/Health	26
Self-Study	Target Market Series: Contractors	Property & Casualty	51451	9	Property/Casualty	9

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Website: [www.nuco.com](http://www.nuco.com)

Contact: MARK LAAKE at 859-692-2263

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Target Market Series: Truckers	Property & Casualty	51450	9	Property/Casualty	9
Self-Study	The Annuity Handbook 4th Edition - 2009	Life	52664	14	Life/Health	14
Classroom	The Basics Of Miscellaneous Professional Liability	Property & Casualty	51981	1	Life/Health	1
Self-Study	The Business Interruption Book - 2009	Property & Casualty	51453	19	Property/Casualty	19
Classroom	The Ethical Promotion Of Ltd Insurance	Life and Accident & Health	51613	1	Life/Health	1
Classroom	The Long Term Care Imperative - 2009	Long Term Care	53261	3	Life/Health	3
Self-Study	Tools & Techniques Of Employee Benefits & Retire Plng 11th Ed - 2009	Life and Accident & Health	52700	30	Life/Health	30
Self-Study	Tools & Techniques Of Estate Planning 14th Edition - 2008	Life and Accident & Health	50116	30	Life/Health	30
Self-Study	Tools & Techniques Of Financial Planning - 9th Ed	Life	53519	39	Life/Health	39
Self-Study	Tools & Techniques Of Financial Planning 8th Ed.	Life and Ethics	49442	37	Life/Health	34
		Life and Ethics			Ethics	3
Self-Study	Tools & Techniques Of Life Insurance Planning 4th Ed.	Life	49443	40	Life/Health	40
Self-Study	Tools & Techniques Of Life Settlement Planning	Life	50798	30	Life/Health	30
Self-Study	Tools & Techniques Of Risk Management - 2009	Property & Casualty	51336	30	Property/Casualty	30
Classroom	Transportation & Cargo: Security And Loss Prevention Summit	Property & Casualty	51119	6	Property/Casualty	6
Self-Study	Ultimate Ira Resource 3rd Edition - 2008	Life	50655	30	Life/Health	30
Self-Study	Winning By The Rules, 2nd Edition (2009)	Property & Casualty and Ethics	53200	9	Property/Casualty	6
		Property & Casualty and Ethics			Ethics	3
Classroom	Your Responsibility To Engage The Ltc Market - 2009	Long Term Care	53262	2	Life/Health	2

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

0196 **UHY ADVISORS MI, INC.**

12900 HALL RD  
STE 500  
STERLING HEIGHTS, MI 48313

Website: [www.uhy-us.com](http://www.uhy-us.com)

Contact: DENNIS J LAPORTE at 586-254-1040

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Company Structure And Fraud In The Workplace	Life and Casualty	52965	2	Property/Casualty	1
		Life and Casualty			Life/Health	1
Classroom	How Much Insurance Do I Need - Guidance For Businesses And Individuals	Life	52966	2	Life/Health	2
Classroom	How To Find Premium Dollars - Companies	Life and Casualty	52968	2	Property/Casualty	1
		Life and Casualty			Life/Health	1
Classroom	How To Find Premium Dollars - Individuals	Life, Accident & Health and Casualty	52967	2	Property/Casualty	1
		Life, Accident & Health and Casualty			Life/Health	1

0661 **UNITED INSURANCE EDUCATORS, INC.**

8213 -352ND ST EAST  
EATONVILLE, WA 98328

Website: [www.uiece.com](http://www.uiece.com)

Contact: CASSANDRA JENKINS at 800-735-1155

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Uiece 401(k) Plans - 2010	Life	53894	21	Life/Health	21
Self-Study	Uiece Agent Ethics- 2010	Life, Accident & Health, Prop & Casualty & Ethics	54080	7	Either	4
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Uiece Annuities - An Investment Tool - 2010	Life and Ethics	53892	16	Life/Health	13
		Life and Ethics			Ethics	3
Self-Study	Uiece Anti-money Laundering - 2008	Life and Accident & Health	50347	2	Life/Health	2
Self-Study	Uiece Business Ethics - 2010	Ethics	53631	12	Ethics	12

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0661 UNITED INSURANCE EDUCATORS, INC.

8213 -352ND ST EAST  
EATONVILLE, WA 98328

Website: [www.uiece.com](http://www.uiece.com)

Contact: CASSANDRA JENKINS at 800-735-1155

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Uiece Business Insurance - 2010	Life and Accident & Health and Ethics	54085	24	Life/Health	21
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Uiece College Planning - 2010	Life	54078	10	Life/Health	10
Self-Study	Uiece Designing Our Future - 2008	Life and Ethics	50346	19	Life/Health	15
		Life and Ethics			Ethics	4
Self-Study	Uiece Disability Insurance - 2010	Accident & Health	54079	10	Life/Health	10
Self-Study	Uiece Dollars & Sense	Life and Ethics	53121	24	Life/Health	21
		Life and Ethics			Ethics	3
Self-Study	Uiece E&o Insurance - 2010	Life, Accident & Health and Property & Casualty	53634	9	Either	9
Self-Study	Uiece Ethical By Choice - 2010	Ethics	53896	8	Ethics	8
Self-Study	Uiece Ethics Updated - 2010	Ethics	53635	12	Ethics	12
Self-Study	Uiece Family Insurance Needs - 2010	Life and Accident & Health and Ethics	53891	24	Life/Health	21
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Uiece Fema National Flood Insurance Program	Flood	50968	4	Property/Casualty	4
Self-Study	Uiece Financial Stuff - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53632	24	Either	21
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Uiece Home & Auto - 2010	Property	54083	8	Property/Casualty	8
Self-Study	Uiece Independently Retired - 2010	Life and Accident & Health and Ethics	53899	24	Life/Health	21
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Uiece Individual Health Insurance - 2009	Accident & Health	53171	12	Life/Health	12
Self-Study	Uiece Insurers & The Consumer - 2010	Property and Ethics	53895	16	Property/Casualty	13
		Property and Ethics			Ethics	3
Self-Study	Uiece Insuring Property & Liability Risks - 2010	Property & Casualty and Ethics	53893	24	Property/Casualty	21

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Uiece Insuring Property & Liability Risks - 2010	Property & Casualty and Ethics	53893	24	Ethics	3
Self-Study	Uiece Liability Insurance - 2010	Property	54084	15	Property/Casualty	15
Self-Study	Uiece Life & Viatical Settlements	Life and Accident & Health and Ethics	53900	24	Life/Health	21
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Uiece Long-term Care Policies - 2010	Life and Accident & Health and Ethics	54081	15	Life/Health	12
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Uiece Money Growth - 2008	Life and Ethics	49247	10	Life/Health	7
		Life and Ethics			Ethics	3
Self-Study	Uiece Moral Obligations - Ethics 2010	Ethics	53633	3	Ethics	3
Self-Study	Uiece Partnership Long-term Care Policies - 2010	Long Term Care	53636	8	Life/Health	8
Self-Study	Uiece Partnership Ltc 4-hour Refresher	Long Term Care	51715	4	Life/Health	4
Self-Study	Uiece Pc Professional- 2008	Property & Casualty and Ethics	50969	13	Property/Casualty	10
		Property & Casualty and Ethics			Ethics	3
Self-Study	Uiece Retirement Planning - 2010	Life and Ethics	53630	24	Life/Health	21
		Life and Ethics			Ethics	3
Self-Study	Uiece Risk & Return - 2010	Life	54077	4	Life/Health	4
Self-Study	Uiece Seeking Security - 2010	Life and Accident & Health and Ethics	53901	24	Life/Health	21
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Uiece Surviving Ethically - 2010	Ethics	53897	12	Ethics	12
Self-Study	Uiece Term And Universal Life & Ethics	Life and Ethics	51616	10	Life/Health	7
		Life and Ethics			Ethics	3
Self-Study	Uiece The Client & Divorce- 2010	Life and Accident & Health and Ethics	53890	24	Life/Health	21
		Life and Accident & Health and Ethics			Ethics	3
Self-Study	Uiece The New Improved Medicare - 2010	Life and Accident & Health and Ethics	54082	19	Life/Health	16

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Uiece The New Improved Medicare - 2010	Life and Accident & Health and Ethics	54082	19	Ethics	3
Self-Study	Uiece Umbrella Insurance - 2010	Property and Ethics	53898	12	Property/Casualty	9
		Property and Ethics			Ethics	3
Self-Study	Uiece Wrecks & Fires - 2010	Property and Ethics	53629	18	Property/Casualty	15
		Property and Ethics			Ethics	3

0346 **UNIVERSITY OF MIAMI SCHOOL OF LAW**

1311 MILLER DRIVE RM C-423  
CORAL GABLES, FL 33146

Website: [www.law.miami.edu/heckerling](http://www.law.miami.edu/heckerling)

Contact: EMILY VARGAS-VILA at 305-284-4762

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	43rd Annual Heckerling Institute On Estate Planning	Life and Ethics	50723	24	Life/Health	21
		Life and Ethics			Ethics	3
Classroom	44th Annual Heckerling Institute On Estate Planning	Life and Ethics	53385	24	Life/Health	22
		Life and Ethics			Ethics	2

0174 **VAN WYHE GROUP (THE)**

P.O. BOX 4130  
WAUKESHA, WI 53187

Website: [www.insurancece.com](http://www.insurancece.com)

Contact: Angela Lingle at 800-326-4741

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	20 Key Questions To Ask: Homeowners	Property & Casualty	53064	2	Property/Casualty	2
Classroom	50 Ways To Lose A Customer	Ethics	54002	3	Ethics	3
Self-Study	Auto Laws In This Country	Casualty and Ethics	54150	3	Property/Casualty	3
Classroom	Building Codes - 2009	Property	51435	3	Property/Casualty	3
Self-Study	Business In The Home - 2009	Property & Casualty	53066	3	Property/Casualty	3
Self-Study	Case Studies In Personal Lines - 2009	Personal Lines	53060	4	Property/Casualty	4

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Contact: Angela Lingle at 800-326-4741

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Changes In Personal Auto - 2009	Property & Casualty	53058	3	Property/Casualty	3
Classroom	Client Focused Approach	Ethics	54005	3	Ethics	3
Classroom	Competing With The Internet	Accident & Health and Property & Casualty	54008	3	Either	3
Classroom	Dealing With Difficult People	Ethics	51051	3	Ethics	3
Self-Study	E&o Issues - 2009	Life, Accident & Health and Property & Casualty	53062	3	Either	3
Classroom	E&o: Coverage Pitfalls	Property & Casualty	50847	3	Property/Casualty	3
Classroom	E&o: New Exposures	Property & Casualty	51438	3	Property/Casualty	3
Classroom	E&o: When Your Carrier Sues	Life, Accident & Health and Property & Casualty	53745	3	Either	3
Self-Study	Employment Practices Liability - 2009	Casualty	53065	7	Property/Casualty	7
Classroom	Ethical Challenges In A Recession (4-hrs)	Ethics	54179	4	Ethics	4
Classroom	Ethical Mistakes	Ethics	51434	3	Ethics	3
Classroom	Ethical Responsibilities	Ethics	54000	3	Ethics	3
Classroom	Ethics In A Down Economy	Ethics	51440	3	Ethics	3
Self-Study	Ethics In Insurance - 2009	Ethics	53063	4	Ethics	4
Classroom	Ethics In The Digital Age	Ethics	54004	3	Ethics	3
Classroom	Ethics: Privacy & Confidentiality	Ethics	51441	3	Ethics	3
Classroom	Explanations - 2009	Property & Casualty and Personal Lines	51049	3	Property/Casualty	3
Classroom	Flood Insurance - 2009	Flood	52139	3	Property/Casualty	3
Classroom	Focus On Fire	Personal Lines and Property	53997	3	Property/Casualty	3
Self-Study	Fraud And The Agent - 2009	Life, Accident & Health and Property & Casualty	53067	5	Either	5
Classroom	Fraud In A Recession	Ethics	51433	3	Ethics	3
Classroom	Innovative Coverages	Property & Casualty and Personal Lines	54003	3	Property/Casualty	3
Self-Study	Insuring The Rental Car - 2009	Property & Casualty	53056	2	Property/Casualty	2
Classroom	Issues In Insurance 1	Property & Casualty and Personal Lines	53998	3	Property/Casualty	3

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Issues In Insurance 2	Property & Casualty and Personal Lines	53999	3	Property/Casualty	3
Classroom	Issues In Water Damage - 2010	Personal Lines and Property	53996	3	Property/Casualty	3
Classroom	It's Eto	Life, Accident & Health and Property & Casualty	54009	3	Either	3
Self-Study	Legal Responsibilities Of The Agent - 2009	Life, Accident & Health and Property & Casualty	53054	3	Either	3
Classroom	Let's Stop Making Excuses - 2010	Ethics	54001	3	Ethics	3
Self-Study	Mastering Coverages	Property & Casualty	50225	3	Property/Casualty	3
Self-Study	Mold Melodrama 2	Property	49936	6	Property/Casualty	6
Classroom	Principles Of Liability	Casualty	54010	3	Property/Casualty	3
Classroom	Principles That Drive Auto	Casualty	54006	3	Property/Casualty	3
Classroom	Privacy, Security, & Identity Theft	Personal Lines and Casualty	51052	3	Property/Casualty	3
Self-Study	Problems When Insuring Condos - 2010	Property & Casualty	54233	6	Property/Casualty	6
Self-Study	Professional Liability - 2009	Property & Casualty	53057	9	Property/Casualty	9
Self-Study	Property Articles - 2009	Property & Casualty	53053	10	Property/Casualty	10
Classroom	Property Principles	Property	51439	3	Property/Casualty	3
Classroom	Protecting Personal Property - 2009	Personal Lines and Property	51048	3	Property/Casualty	3
Classroom	Same Client- New Exposures (2010)	Property & Casualty	53746	3	Property/Casualty	3
Self-Study	Self Defense For Agents - 2010	Life, Accident & Health and Property & Casualty	53340	6	Either	6
Self-Study	Serviving The Disaster	Property	50226	3	Property/Casualty	3
Self-Study	Speciality Coverages	Property	50227	3	Property/Casualty	3
Classroom	Substantiation Frustration	Property	54007	3	Property/Casualty	3
Classroom	Survival Skills	Life, Accident & Health and Property & Casualty	51442	3	Either	3
Classroom	Test Your Ethics - 2008	Ethics	50560	3	Ethics	3
Self-Study	The Challenge Of Ordinance & Law - 2009	Property & Casualty	53055	5	Property/Casualty	5
Self-Study	The Collision Loss	Property	50644	3	Property/Casualty	3

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Website: [www.insurancece.com](http://www.insurancece.com)

Contact: Angela Lingle at 800-326-4741

<b>Instruction Method</b>	<b>Course Name</b>	<b>Type</b>	<b>Course ID</b>	<b>Total Hours</b>	<b>Credit Type</b>	<b>Hours</b>
Classroom	The Holiday Fire	Property	50559	3	Property/Casualty	3
Classroom	The Indirect Loss	Property	51050	3	Property/Casualty	3
Self-Study	The Workers Compensation System - 2009	Property & Casualty	53059	2	Property/Casualty	2
Classroom	Vacancies, Foreclosures & Values (4-hrs)	Personal Lines and Property	54180	4	Property/Casualty	4
Self-Study	Water Damage - 2010	Personal Lines and Property	54061	3	Property/Casualty	3
Classroom	We're Going Green (4-hrs)	Casualty	54178	4	Property/Casualty	4
Classroom	Why People Hate Insurance (4-hrs)	Ethics	54181	4	Ethics	4
Classroom	Winning Ethical Virtues	Ethics	54011	3	Ethics	3
Self-Study	Write Flood Right! - 2009	Flood	52273	3	Property/Casualty	3
Self-Study	Writing A Personal Umbrella - 2009	Property & Casualty	53061	5	Property/Casualty	5
Classroom	Writing Flood Insurance	Flood	51436	3	Property/Casualty	3

0834 **WARNER PACIFIC**

32110 AGOURA RD  
WESTLAKE VILLAGE, CA 91361

Website: [www.warnerpacific.com](http://www.warnerpacific.com)

Contact: Dixie Doyle at 800-801-2300 ext 407

<b>Instruction Method</b>	<b>Course Name</b>	<b>Type</b>	<b>Course ID</b>	<b>Total Hours</b>	<b>Credit Type</b>	<b>Hours</b>
Classroom	Complement Your Portfolio With Individual & Ancillary Products	Accident & Health	52276	4	Life/Health	4
Classroom	Effective Communication And The Role Of The Agent	Life	52277	1	Life/Health	1
Classroom	Good Ethics=good Business For Michigan Insurance Agents	Ethics	49645	4	Ethics	4
Classroom	Michigan Small Group Health Insurance Nuts & Bolts	Life and Accident & Health	49646	3	Life/Health	3
Classroom	Selling In A Tough Economy	Life and Accident & Health	52275	1	Life/Health	1
Classroom	The Health Insurance Agent Of The 21st Century	Accident & Health	52274	1	Life/Health	1
Classroom	The Roles & Responsibilities Of The Health Insurance Agent	Accident & Health	49467	1	Life/Health	1

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**0834 WARNER PACIFIC**

32110 AGOURA RD  
WESTLAKE VILLAGE, CA 91361

Website: [www.warnerpacific.com](http://www.warnerpacific.com)

Contact: Dixie Doyle at 800-801-2300 ext 407

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Trends In Healthcare: Challenges And Implications - 2009	Accident & Health	51620	1	Life/Health	1

**0871 WEALTH COUNSEL ADVISORS FORUM**

1615 N 202ND P1  
SHORELINE, WA 98133

Website: None Provided

Contact: MONICA COMFORT at 800-635-5078 ext 823

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Planning For The Generations	Life	52598	6	Life/Health	6

**0484 WEBCE**

1212 E ARAPAHO RD SUITE 200  
RICHARDSON, TX 75081

Website: [www.webce.com](http://www.webce.com)

Contact: EUGENE BARNES at 972-616-1116

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	A Producers Guide To Long Term Care Needs And Solutions - 2010	Long Term Care	53799	10	Life/Health	10
Self-Study	Accelerated Benefits - The New Insurance (2010)	Life and Accident & Health	53978	3	Life/Health	3
Self-Study	Additional Insured Issues - 2008	Property & Casualty	50135	9	Property/Casualty	9
Self-Study	Agricultural Insurance And Risk Management	Property & Casualty	54102	9	Property/Casualty	9
Self-Study	Annuities: Definitions, Suitability And Riders - 2010	Life	53795	6	Life/Health	6
Self-Study	Annuity Suitability: Issues & Standards	Life	49445	6	Life/Health	6
Self-Study	Anti-money Laundering- 2008	Life and Accident & Health	49489	3	Life/Health	3
Self-Study	Anti-money Laundering For The Insurance Industry	Life and Accident & Health	49833	3	Life/Health	3
Self-Study	Cfp Code Of Ethics & Rules Of Conduct	Ethics	50155	2	Ethics	2
Self-Study	Commercial Auto, Surety, Cips And Misc - 2008	Property & Casualty	50947	11	Property/Casualty	11
Self-Study	Commercial Liability Insurance For Contractors - 2008	Property & Casualty	50950	10	Property/Casualty	10

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Commercial Lines 101 - 2008	Property & Casualty	50493	9	Property/Casualty	9
Self-Study	Commercial Property Insurance - 2009	Property & Casualty	51325	11	Property/Casualty	11
Self-Study	Commercial Umbrella Liability - 2010	Property & Casualty	53976	7	Property/Casualty	7
Self-Study	Common Features Of Professional & Management Liability Policy Forms	Property & Casualty	51890	8	Property/Casualty	8
Self-Study	Consumer Protection - 2009	Property & Casualty	51331	6	Property/Casualty	6
Self-Study	Contractors Pollution Liability - 2009	Property & Casualty	51332	7	Property/Casualty	7
Self-Study	Contractual Risk Transfer In Construction - 2008	Property & Casualty	50949	12	Property/Casualty	12
Self-Study	Controlled Insurance Programs- 2008	Property & Casualty	49487	8	Property/Casualty	8
Self-Study	Crop Insurance - 2009	Property & Casualty	51966	4	Property/Casualty	4
Self-Study	Design - Build Risks And Insurance (2010)	Property & Casualty	53977	9	Property/Casualty	9
Self-Study	Designing Qualified Plans To Meet Employer Objectives - 2009	Life	52670	5	Life/Health	5
Self-Study	Directors & Officers Liability Insurance Coverage	Property & Casualty	51889	10	Property/Casualty	10
Self-Study	Directors And Officers Liability Exposures	Property & Casualty	52456	10	Property/Casualty	10
Self-Study	Disability Income Insurance - 2009	Accident & Health	52671	4	Life/Health	4
Self-Study	Employment Practices Liability Exposures & Insurance Coverage	Property & Casualty	51975	9	Property/Casualty	9
Self-Study	Equity Indexed Annuities - 2008	Life	50494	14	Life/Health	14
Self-Study	Ethics For Producers: Cases & Comments - 2009	Ethics	53566	3	Ethics	3
Self-Study	Ethics For The Insurance Services Practitioner - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53979	4	Either	1
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Ethics In The P&c Insurance Workplace	Property & Casualty and Ethics	53973	7	Property/Casualty	4
		Property & Casualty and Ethics			Ethics	3
Self-Study	Fiduciary Liability Exposures & Insurance Coverage	Property & Casualty	52199	9	Property/Casualty	9
Self-Study	Financial Planning With Insurance - 2010	Life	53796	8	Life/Health	8

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Fraudulent And Unauthorized Insurance Entities - 2009	Life, Accident & Health and Property & Casualty	51326	4	Either	4
Self-Study	Fundamentals Of Construction Risk Management & Insurance - 2008	Property & Casualty	50948	9	Property/Casualty	9
Self-Study	Fundamentals Of Privacy And Information Security	Property & Casualty	52955	2	Property/Casualty	2
Self-Study	Group Disability Insurance Basics - 2008	Accident & Health	50357	4	Life/Health	4
Self-Study	Guaranteed Living Benefits For Variable Annuities	Life	51489	8	Life/Health	8
Self-Study	Health And Accident Insurance - 2009	Accident & Health	52681	7	Life/Health	7
Self-Study	Health Insurance Financial Planning: Intro To Individual Policies - 2008	Accident & Health	50358	4	Life/Health	4
Self-Study	Health Savings Accounts	Accident & Health	50904	3	Life/Health	3
Self-Study	Hippa: The Significant Provisions- 2008	Life and Accident & Health	49486	4	Life/Health	4
Self-Study	Homeowners Insurance Valuation	Property & Casualty	53974	3	Property/Casualty	3
Self-Study	Hras, Defined Contribution & New Options For Group Emp Health Plan 2008	Accident & Health	50134	8	Life/Health	8
Self-Study	Individual Disability Products And Principles - 2008	Accident & Health	50492	7	Life/Health	7
Self-Study	Individual Health Insurance Policies For Individuals & Families - 2008	Accident & Health	50133	16	Life/Health	16
Self-Study	Individual Retirement Accounts - 2009	Life	52678	4	Life/Health	4
Self-Study	Insurance For Estate Planning - 2008	Life	50942	5	Life/Health	5
Self-Study	Introduction To Indexed Products	Life and Accident & Health	49364	7	Life/Health	7
Self-Study	Introduction To Life Insurance - 2009	Life	52677	8	Life/Health	8
Self-Study	Iirmi On Additional Insured Status - 2009	Property & Casualty	51967	13	Property/Casualty	13
Self-Study	Iirmi On Commercial Auto Insurance - 2009	Property & Casualty	52679	9	Property/Casualty	9
Self-Study	Iirmi On Commercial General Liability - 2008	Property & Casualty	50946	15	Property/Casualty	15
Self-Study	Iirmi On Construction Insurance - 2009	Property & Casualty	52672	7	Property/Casualty	7
Self-Study	Iirmi On Directors & Officers Liability - 2008	Property & Casualty	50132	10	Property/Casualty	10

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Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Irmi On Employment Practices Liability - 2008	Property & Casualty	50131	8	Property/Casualty	8
Self-Study	Irmi On Ethics Considerations For P&c Insurance Professionals - 2009	Ethics	52673	3	Ethics	3
Self-Study	Irmi On Fiduciary Liability- 2008	Property & Casualty	49181	5	Property/Casualty	5
Self-Study	Irmi On Flood Insurance - 2008	Flood	50130	2	Property/Casualty	2
Self-Study	Irmi On Homeowners Insurance - 2009	Property & Casualty	53049	13	Property/Casualty	13
Self-Study	Irmi On Homeowners: Key Endorsements - 2009	Property & Casualty	53048	5	Property/Casualty	5
Self-Study	Irmi On Homeowners: Liability Coverages - 2009	Property & Casualty	51969	3	Property/Casualty	3
Self-Study	Irmi On Homeowners: Property Coverages & Covered Perils - 2009	Property & Casualty	51970	3	Property/Casualty	3
Self-Study	Irmi On Homeowners: Property Exclusions & Conditions - 2009	Property & Casualty	53047	5	Property/Casualty	5
Self-Study	Irmi On Insurance Law For P&c Professionals - 2008	Property & Casualty	50129	9	Property/Casualty	9
Self-Study	Irmi On Legal Principles Affecting The P&c Insurance Contract - 2008	Property & Casualty	50128	11	Property/Casualty	11
Self-Study	Irmi On Personal Auto Insurance - 2009	Property & Casualty	53046	14	Property/Casualty	14
Self-Study	Irmi On Personal Inland Marine Insurance - 2009	Property & Casualty	53045	11	Property/Casualty	11
Self-Study	Irmi On Personal Lines 101 - 2009	Property & Casualty	51330	7	Property/Casualty	7
Self-Study	Irmi On Personal Umbrella Insurance - 2009	Property & Casualty	53044	11	Property/Casualty	11
Self-Study	Irmi On Workers Compensation - 2009	Property & Casualty	51968	13	Property/Casualty	13
Self-Study	Life And Health Insurance Law - 2009	Life and Accident & Health	52680	7	Life/Health	7
Self-Study	Life And Health Insurance Principles - 2008	Life and Accident & Health	50495	11	Life/Health	11
Self-Study	Life Insurance Concepts - 2009	Life	51329	12	Life/Health	12
Self-Study	Life Insurance For Businesses - 2009	Life	51328	15	Life/Health	15
Self-Study	Life Insurance Policies - 2009	Life	52675	8	Life/Health	8
Self-Study	Life Settlement Solutions - 2009	Life and Accident & Health	51327	5	Life/Health	5
Self-Study	Living Trusts And Avoiding Probate - 2008	Life	50944	10	Life/Health	10
Self-Study	Long Term Care 4-hour Training	Long Term Care	52104	4	Life/Health	4

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# Michigan Office of Financial and Insurance Regulation

March 22, 2010

## Continuing Education Courses

### Providers Offering Courses Open to the Public

0484 **WEBCE**

1212 E ARAPAHO RD SUITE 200  
RICHARDSON, TX 75081

Website: [www.webce.com](http://www.webce.com)

Contact: EUGENE BARNES at 972-616-1116

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Long Term Care Fundamentals - 2008	Long Term Care	50951	10	Life/Health	10
Self-Study	Long Term Care: Programs, Policies, And Partnerships - 2009	Long Term Care	52682	8	Life/Health	8
Self-Study	Long Term Disability- Data To Rate Manually- 2008	Life and Accident & Health	49488	7	Life/Health	7
Self-Study	Maximizing Integrity In Decisions With Seniors - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53793	5	Either	2
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3
Self-Study	Medicare Advantage & Medicare Part D	Life and Accident & Health	49365	5	Life/Health	5
Self-Study	Medicare, Medicaid & Medicare Supplements - 2009	Life and Accident & Health	51971	12	Life/Health	12
Self-Study	Mutual Funds - 2010	Life	53797	4	Life/Health	4
Self-Study	National Flood Insurance Program: What You Must Know - 2008	Flood	50952	5	Property/Casualty	5
Self-Study	Nonqualified Plans - 2009	Life	52676	5	Life/Health	5
Self-Study	Personal Life Insurance Planning - 2008	Life and Accident & Health	50496	5	Life/Health	5
Self-Study	Pre-need Planning	Life and Accident & Health	53613	4	Life/Health	4
Self-Study	Principles Of Wealth Management - 2008	Life	50943	10	Life/Health	10
Self-Study	Professional & Management Liability: Exposures & Insurance Coverage	Property & Casualty	51888	9	Property/Casualty	9
Self-Study	Professional Liability Insurance Coverage Triggers	Property & Casualty	52200	7	Property/Casualty	7
Self-Study	Property Insurance For Contractors - 2008	Property & Casualty	50945	10	Property/Casualty	10
Self-Study	Retirement Planning Strategies - 2010	Life	53798	8	Life/Health	8
Self-Study	Risk Management	Property & Casualty	53975	6	Property/Casualty	6
Self-Study	Section 1035 Exchanges	Life	51226	5	Life/Health	5
Self-Study	Senior Market Sales Ethics - 2010	Life, Accident & Health, Prop & Casualty & Ethics	53794	4	Either	1
		Life, Accident & Health, Prop & Casualty & Ethics			Ethics	3

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RICHARDSON, TX 75081

Website: [www.webce.com](http://www.webce.com)

Contact: EUGENE BARNES at 972-616-1116

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Senior Market Specialist Accreditation - 2008	Life and Accident & Health	50127	14	Life/Health	14
Self-Study	Senior Needs Planning	Life and Accident & Health and Ethics	52261	18	Life/Health	16
		Life and Accident & Health and Ethics			Ethics	2
Self-Study	Tax Sheltered Annuity Plans - 2009	Life	52674	3	Life/Health	3
Self-Study	Universal Life Insurance - 2008	Life	50126	9	Life/Health	9
Self-Study	Variable Annuities - 2009	Life	52683	7	Life/Health	7
Self-Study	Variable Universal Life - 2009	Life	51972	4	Life/Health	4
Self-Study	Viatical & Life Settlements: The Life Insurance Secondary Market	Life and Accident & Health	50833	8	Life/Health	8
Self-Study	Workers Compensation For Contractors - 2008	Property & Casualty	50941	11	Property/Casualty	11

0854 **WELLS FARGO HEALTH BENEFIT SERVICES**

4972 LUXEMBURG ST SE  
GRAND RAPIDS, MI 49546

Website: [www.wellsfargo.com/hsa](http://www.wellsfargo.com/hsa)

Contact: JAMES L HOGG at 616-949-9910

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Hsas - Control Healthcare Spending/ Save For Tomorrow	Accident & Health	51005	1	Life/Health	1

0761 **WELLS FARGO INSURANCE SERVICES**

150 N MICHIGAN AVE  
SUITE 3900  
CHICAGO, IL 60601

Website: None Provided

Contact: ERIN RILEY at 312-416-4310

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Acsr Commercial Auto - Module 8 2009	Property & Casualty	53578	5	Property/Casualty	5
Self-Study	Acsr Commercial Liability - Module 7 2009	Property & Casualty	53577	5	Property/Casualty	5
Self-Study	Acsr Commercial Lines Related Coverages - Module 9 2009	Property & Casualty	53579	6	Property/Casualty	6

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# Michigan Office of Financial and Insurance Regulation

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## Continuing Education Courses

### Providers Offering Courses Open to the Public

#### 0761 WELLS FARGO INSURANCE SERVICES

150 N MICHIGAN AVE  
SUITE 3900  
CHICAGO, IL 60601

Website: None Provided

Contact: ERIN RILEY at 312-416-4310

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Self-Study	Acsr Commercial Property - Module 6 2009	Property & Casualty	53576	6	Property/Casualty	6
Self-Study	Acsr Government Disability, Long Term Care - Module 12 2009	Life and Accident & Health	53582	2	Life/Health	2
Self-Study	Acsr Health Insurance Module 11 2009	Accident & Health	53581	2	Life/Health	2
Self-Study	Acsr Homeowners - Module 1 2009	Personal Lines	53572	4	Property/Casualty	4
Self-Study	Acsr Life Insurance - Module 10 2009	Life	53580	3	Life/Health	3
Self-Study	Acsr Moule 4 - E&o Best Practices 2009	Life, Accident & Health and Property & Casualty	53575	4	Either	4
Self-Study	Acsr Personal Auto - Module 2 2009	Personal Lines	53573	7	Property/Casualty	7
Self-Study	Acsr Personal Lines Related Coverages - Module 3 2009	Personal Lines	53574	5	Property/Casualty	5

#### 0476 WHOLEHAN MARKETING

7261 W CENTRAL AVE  
TOLEDO, OH 43617

Website: None Provided

Contact: MICHAEL L. WHOLEHAN at 419-473-2323

Instruction Method	Course Name	Type	Course ID	Total Hours	Credit Type	Hours
Classroom	Understanding Long Term Care Insurance - 2008	Long Term Care	49942	3	Life/Health	3