

Click on the state abbreviations below to find out which National Underwriter Company courses will help you meet the continuing education credits required by your state.

<u>AL</u>	<u>HI</u>	<u>MA</u>	<u>NM</u>	<u>SD</u>
<u>AK</u>	<u>ID</u>	<u>MI</u>	<u>NY</u>	<u>TN</u>
<u>AZ</u>	<u>IL</u>	<u>MN</u>	<u>NC</u>	<u>TX</u>
<u>AR</u>	<u>IN</u>	<u>MS</u>	<u>ND</u>	<u>UT</u>
<u>CA</u>	<u>IA</u>	<u>MO</u>	<u>OH</u>	<u>VT</u>
<u>CO</u>	<u>KS</u>	<u>MT</u>	<u>OK</u>	<u>VA</u>
<u>CT</u>	<u>KY</u>	<u>NE</u>	<u>OR</u>	<u>WA</u>
<u>DE</u>	<u>LA</u>	<u>NV</u>	<u>PA</u>	<u>WV</u>
<u>DC</u>	<u>ME</u>	<u>NH</u>	<u>RI</u>	<u>WI</u>
<u>FL</u>	<u>MD</u>	<u>NJ</u>	<u>SC</u>	<u>WY</u>
<u>GA</u>				

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
200713	The Annuity Handbook 4th Edition	9717	18	Annual	General
	Ethics & Customer Service 2nd Edition	4579	5	Annual	General
	Ethics & The Sale 2nd Edition	3770	3	Annual	General
	Financial Planning for the Older Client 6th Edition	10574	34	Annual	General
	Group Benefits Disability Specialist	13131	24	Annual	
	How to Plan for Baby Boomers 2nd Edition	12535	12	Annual	General
	Ultimate IRA Resource 3rd Edition	10937	27	Annual	General
	The Tools & Techniques of Charitable Planning 2nd Edition	12822	16	Annual	Life
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	10778	46	Annual	General
	The Tools & Techniques of Financial Planning 9th Edition				
	The Tools & Techniques of Life Insurance Planning 4th Edition	13180	33	Annual	General, Life/Accident & Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	7992	24	Annual	General
	The Variable Annuity Handbook 2nd Edition	10276	19	Annual	General
	Working with LLCs & FLPs 2nd Edition	5734	13	Annual	General
	Working with S Corporations 3rd Edition	3383	26	Annual	General
	Business Auto Coverage Guide 2nd Edition	3802	10	Annual	General
	Business Auto Policy Coverage Guide 3rd Edition	17394	10	Annual	General
	Business Interruption Book 1st Edition	11240	24	Annual	P&C
	Businessowners Policy Coverage Guide 3rd Edition	10573	22	Annual	General
	Businessowners Policy Coverage Guide 4th Edition	16560	12	Annual	General
	Commercial General Liability 8th Edition	3370	19	Annual	General
	Commercial Property Coverage Guide 3rd Edition	10960	27	Annual	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	5434	17	Annual	General
	Employment Practices Liability 1st Edition	4061	8	Annual	General
	Homeowners Coverage Guide 3rd Edition	12823	16	Annual	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value	11535	7	Annual	PAC
	Personal Auto Coverage Guide 2nd Edition	4359	17	Annual	General
	Personal Umbrella Coverage Guide 1st Edition	5437	7	Annual	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	7550	20	Annual	General
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	5432	11	Annual	General
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	15464	4	Annual	General
	Case Studies in Ethics & Beneficiary Issues	15355	4	Annual	Ethics
	Distribution Planning	8120	8	Annual	General
	Equity Indexed Annuities Explained	14897	4	Annual	General
	Estate Planning	6177	6	Annual	General
	Introduction to Annuities	4991	14	Annual	General
	Introduction to Financial Planning for Seniors	5440	17	Annual	General
	Introduction to Life Insurance	16067	5	Annual	General
	Introduction to Long Term Care	11422	8	Annual	General
	Introduction to Medicare	16068	2	Annual	General
	Introduction to Universal Life	14213	2	Annual	General
	Introduction to Variable Annuities	5579	12	Annual	General
	Introduction to Variable Life Insurance	5374	13	Annual	General
	Life Insurance Planning	5816	8	Annual	General
	Non-Qualified Deferred Compensation Plans Explained	15814	2	Annual	General
	403 (b) Plans Explained	15815	1	Annual	General
	Ethics in Insurance: Past and Present	13253	2	Annual	Ethics
	Business Auto Policy Explained	16047	9	Annual	General
	Businessowners Policy Explained	16050	5	Annual	General
	CGL Explained	6186	19	Annual	General
	Commercial Property Policy Explained	6280	8	Annual	General
	Commercial Umbrella Explained	16051	4	Annual	General
	COPE Explained	7549	6	Annual	General
	Insurance Principles	5622	8	Annual	General
	Introduction to Homeowners	5105	16	Annual	General
	Introduction to Homeowners Endorsement	5002	7	Annual	General
	Introduction to Personal Auto Coverage	5598	13	Annual	General
	Introduction to Personal Umbrella Coverage	5359	8	Annual	General
	Workers Compensation Explained	16052	5	Annual	General
	A Closer Look at Life Settlements	14472	5	Annual	General
	A Detailed Introduction to Life Settlements	14394	6	Annual	General
	Monitoring & Regulating Life Settlements	14473	5	Annual	General
	Present & Future Considerations of Life Settlements	14525	6	Annual	General

Alaska

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					
N/A	The Annuity Handbook 4th Edition	N/A	18	none	L&H
	Ethics & Customer Service 2nd Edition	N/A	8	none	L&H
	Ethics & The Sale 2nd Edition	N/A	8	none	L&H
	Financial Planning for the Older Client 6th Edition	N/A	30	none	L&H
	Group Benefits Disability Specialist	N/A	24	none	
	How to Plan for Baby Boomers 2nd Edition	N/A	12	none	L&H
	Ultimate IRA Resource 3rd Edition	N/A	33	none	L&H
	The Tools & Techniques of Charitable Planning 2nd Edition	N/A	26	none	L&H
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	N/A	30	none	L&H
	The Tools & Techniques of Estate Planning 14th Edition	N/A	49	none	L&H
	The Tools & Techniques of Financial Planning 9th Edition	N/A	39	none	L&H
	The Tools & Techniques of Life Insurance Planning 4th Edition	N/A	33	none	L&H
	The Tools & Techniques of Life Settlement Planning 1st Edition	N/A	30	none	L&H
	The Ultimate Trust Resource 2nd Edition	N/A	33	none	L&H
	The Variable Annuity Handbook 2nd Edition	N/A	21	none	L&H
	Working with LLCs & FLPs 2nd Edition	N/A	20	none	L&H
	Working with S Corporations 3rd Edition	N/A	28	none	L&H
	Business Auto Coverage Guide 2nd Edition	N/A	11	none	P&C
	Business Interruption Book 1st Edition	N/A	26	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	N/A	22	none	P&C
	Commercial General Liability 8th Edition	N/A	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	N/A	28	none	P&C
	Commercial Property Coverage Guide 4th Edition	N/A		none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	N/A	none	none	none
	E-coverage Guide 1st Edition	N/A	24	none	P&C
	Employment Practices Liability 1st Edition	N/A	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	N/A	20	none	P&C
	Homeowners Coverage Guide 4th Edition	N/A		none	P&C
	Insuring to Value 2nd Edition	N/A	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	N/A	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	N/A	11	none	P&C
	Problem Issues in CGL 1st Edition	N/A	12	none	P&C
	Target Market Series: Contractors 1st Edition	N/A	9	none	P&C
	Target Market Series: Truckers 1st Edition	N/A	9	none	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	N/A	20	none	P&C
	Winning By the Rules 2nd Edition	N/A	9	none	P&C
	Workers Compensation Guide 1st Edition	N/A	17	none	P&C
E-Learning Courses					
	Annuities and Suitability Explained	N/A	4	none	Annuities
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	N/A	8	none	L&H
	Equity Indexed Annuities Explained	N/A	4	none	L&H
	Estate Planning	N/A	7	none	L&H
	Introduction to Annuities	N/A	11	none	L&H
	Introduction to Financial Planning for Seniors	N/A	12	none	L&H
	Introduction to Life Insurance	N/A	6	none	L&H
	Introduction to Long Term Care	N/A	12	none	L&H
	Introduction to Medicare	N/A	4	none	L&H
	Introduction to Universal Life	N/A	3	none	L&H
	Introduction to Variable Annuities	N/A	4	none	L&H
	Introduction to Variable Life Insurance	N/A	10	none	L&H
	Life Insurance Planning	N/A	6	none	L&H
	Ethics in Insurance: Past and Present	N/A	5	none	Ethics
	Business Auto Policy Explained	N/A	12	none	P&C
	Businessowners Policy Explained	N/A	5	none	P&C
	CGL Explained	N/A	16	none	P&C
	Commercial Property Policy Explained	N/A	6	none	P&C
	Commercial Umbrella Explained	N/A	none	none	none
	COPE Explained	N/A	6	none	P&C
	Insurance Principles	N/A	8	none	P&C
	Introduction to Homeowners	N/A	16	none	P&C
	Introduction to Homeowners Endorsement	N/A	2	none	P&C
	Introduction to Personal Auto Coverage	N/A	12	none	P&C
	Introduction to Personal Umbrella Coverage	N/A	8	none	P&C
	Workers Compensation Explained	N/A	3	none	P&C

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
S10060	The Annuity Handbook 4th Edition	C59018	14	7/10/2013	General
	Ethics & Customer Service 2nd Edition	C61133	4	1/31/2012	General
	Ethics & The Sale 2nd Edition	C61132	3	1/31/2012	General
	Financial Planning for the Older Client 6th Edition	C28100	28	10/31/2013	General
	Group Benefits Disability Specialist	C00803	19	11/5/2012	General
	How to Plan for Baby Boomers 2nd Edition	C78039	12	5/11/2012	General
	Ultimate IRA Resource 3rd Edition	C65615	26	11/16/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	C64270	49	8/29/2012	General
	The Tools & Techniques of Financial Planning 9th Edition	C04290	39	12/10/2013	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	33	5/11/2012	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	C44372	20	8/25/2013	General
	The Variable Annuity Handbook 2nd Edition	C60406	15	11/9/2013	General
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	C95777	10	6/14/2013	General
	Business Interruption Book 1st Edition	C66636	19	3/4/2013	P&C
	Businessowners Policy Coverage Guide 3rd Edition	C63281	18	8/10/2012	General
	Businessowners Policy Coverage Guide 4th Edition	C09703	12	3/8/2013	General
	Commercial General Liability 8th Edition	C59580	18	9/5/2013	General
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	C59579	15	8/30/2013	General
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	C01476	9	9/23/2013	6 - General; 3-Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	C05565	4	5/25/2012	General
	Case Studies in Ethics & Beneficiary Issues	C05333	4	4/6/2012	Ethics
	Distribution Planning	C47261	6	12/4/2013	General
	Equity Indexed Annuities Explained	C03988	4	11/3/2013	General
	Estate Planning	C33479	7	2/28/2013	Life
	Introduction to Annuities	C30797	11	6/22/2012	Life
	Introduction to Financial Planning for Seniors	C33367	14	2/26/2013	Life
	Introduction to Life Insurance	C32387	6	11/7/2012	General
	Introduction to Long Term Care	C32373	13	11/1/2012	General
	Introduction to Medicare	C09027	4	1/3/2013	General
	Introduction to Universal Life	C02388	3	5/12/2013	General
	Introduction to Variable Annuities	C32145	10	10/2/2012	General
	Introduction to Variable Life Insurance	C32495	10	12/3/2012	General
	Life Insurance Planning	C09039	6	1/3/2013	General
	Non-Qualified Deferred Compensation Plans Explained	C06195	2	7/21/2012	General
	403 (b) Plans Explained	C06196	1	7/21/2012	General
	Ethics in Insurance: Past and Present	C01183	5	5/12/2013	Ethics
	Business Auto Policy Explained	C03879	12	9/17/2013	General
	Businessowners Policy Explained	C03822	6	9/15/2013	General
	CGL Explained	C35472	16	9/27/2013	P&C
	Commercial Property Policy Explained	C36130	6	12/9/2013	General
	Commercial Umbrella Explained	C66637	6	3/6/2013	General
	COPE Explained	C08832	6	12/5/2012	General
	Insurance Principles	C08833	5	12/5/2012	General
	Introduction to Homeowners	C31529	13	8/17/2012	P&C
	Introduction to Homeowners Endorsement	C30556	7	4/24/2012	P&C
	Introduction to Personal Auto Coverage	C32244	11	10/16/2012	General
	Introduction to Personal Umbrella Coverage	C02262	8	12/8/2012	General
	Workers Compensation Explained	C05975	9	4/14/2012	General
	A Closer Look at Life Settlements	C03352	5	8/9/2013	General
	A Detailed Introduction to Life Settlements	C03263	8	7/19/2013	General
	Monitoring & Regulating Life Settlements	C03480	5	8/9/2013	General
	Present & Future Considerations of Life Settlements	C03577	6	8/11/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
1210	The Annuity Handbook 4th Edition	10084276	18	none	General
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	10084912	3	none	General
	Financial Planning for the Older Client 6th Edition	10085083	20	none	General
	Group Benefits Disability Specialist	10087447	13	none	
	How to Plan for Baby Boomers 2nd Edition	10086903	9	none	Life, Health
	Ultimate IRA Resource 3rd Edition	10085413	16	none	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	10086895	20	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	10082578	20	none	General
	The Variable Annuity Handbook 2nd Edition	10084602	20	none	General
	Working with LLCs & FLPs 2nd Edition	182	20	none	General
	Working with S Corporations 3rd Edition	126	20	none	General
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	10089974	10	none	General
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	10085115	20	none	General
	Businessowners Policy Coverage Guide 4th Edition	10089745	12	none	General
	Commercial General Liability 8th Edition	10084334	19	none	General
	Commercial Property Coverage Guide 3rd Edition	10085457	14	none	General
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	177	20	none	General
	Employment Practices Liability 1st Edition	152	7	none	General
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	10086094	5	none	P&C
	Personal Auto Coverage Guide 2nd Edition	10084333	21	none	General
	Personal Umbrella Coverage Guide 1st Edition	175	11	none	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	10082127	20	none	General
	Winning By the Rules 2nd Edition	PENDING Snt 9.28			
	Workers Compensation Guide 1st Edition	180	17	none	General
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities and Suitability Explained	10088560	4	none	General
	Case Studies in Ethics & Beneficiary Issues	10088612	4	none	General
	Distribution Planning	10082744	8	none	General
	Equity Indexed Annuities Explained	10088185	4	none	General
	Estate Planning	178	9	none	General
	Introduction to Annuities	164	10	none	General
	Introduction to Financial Planning for Seniors	179	15	none	General
	Introduction to Life Insurance	171	9	none	General
	Introduction to Long Term Care	172	18	none	General
	Introduction to Medicare	10082298	4	none	General
	Introduction to Universal Life	10088031	3	none	General
	Introduction to Variable Annuities	169	12	none	General
	Introduction to Variable Life Insurance	173	13	none	General
	Life Insurance Planning	183	8	none	General
	Non-Qualified Deferred Compensation Plans Explained	10088842	2	none	General
	403 (b) Plans Explained	10088843	1	none	General
	Ethics in Insurance: Past and Present	10087541	5	none	Ethics
	Business Auto Policy Explained	188	17	none	General
	Businessowners Policy Explained	10089366	6	none	General
	CGL Explained	185	19	none	General
	Commercial Property Policy Explained	189	8	none	General
	Commercial Umbrella Explained	10089365	6	none	General
	COPE Explained	10082130	6	none	General
	Insurance Principles	181	8	none	General
	Introduction to Homeowners	167	16	none	General
	Introduction to Homeowners Endorsement	166	7	none	General
	Introduction to Personal Auto Coverage	170	13	none	General
	Introduction to Personal Umbrella Coverage	168	8	none	General
	Workers Compensation Explained	10081509	9	none	General
	A Closer Look at Life Settlements	10087982	5	al Same as Pro	General
	A Detailed Introduction to Life Settlements	10088096	7	al Same as Pro	General
	Monitoring & Regulating Life Settlements	10088024	5	al Same as Pro	General
	Present & Future Considerations of Life Settlements	10088128	6	al Same as Pro	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
20345	The Annuity Handbook 4th Edition	170498	14	8/31/2013	Life
	Ethics & Customer Service 2nd Edition	78703	4	1/31/2014	ET
	Ethics & The Sale 2nd Edition	13163	6	10/31/2012	ET
	Financial Planning for the Older Client 6th Edition	77623	21	12/31/2013	Life
	Group Benefits Disability Insurance	218982	24	11/30/2012	Life
	How to Plan for Baby Boomers 2nd Edition	209882	10	5/31/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	191338	28	11/30/2012	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	211682	21	6/30/2012	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	231807	30	8/31/2013	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	189418	49	9/30/2012	Life
	The Tools & Techniques of Financial Planning 9th Edition	236136	39	11/30/2013	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	209862	33	5/31/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	220323	23	12/31/2012	Life, Health
	The Ultimate Trust Resource 2nd Edition	141358	33	9/30/2013	Life
	The Variable Annuity Handbook 2nd Edition	12412	8	5/31/2012	Life
	Working with LLCs & FLPs 2nd Edition	99318	11	6/30/2013	Life
	Working with S Corporations 3rd Edition	10240	21	1/31/2013	Life
	Business Auto Policy Coverage Guide 3rd Edition	262488	10	5/31/2013	Fire & Casualty
	Business Interruption Book 1st Edition	195318	20	3/31/2013	P&C
	Businessowners Policy Coverage Guide 3rd Edition	188958	18	8/31/2012	Fire & Casualty
	Businessowners Policy Coverage Guide 4th Edition	255467	12	2/28/2013	Fire & Casualty
	Commercial General Liability 8th Edition	7320	15	3/31/2013	Fire & Casualty
	Commercial Property Coverage Guide 4th Edition	252667	12	1/31/2013	Fire & Casualty
	Condominium Insurance Coverage Guide 1st Edition	270067	6	11/30/2013	Fire & Casualty
	D&O Liability: Exposure, Risk Management & Insurance Coverage	240329	6	4/30/2012	Fire & Casualty
	E-coverage Guide 1st Edition	93939	14	3/31/2013	Fire & Casualty
	Employment Practices Liability 1st Edition	70163	6	4/30/2013	Fire & Casualty
	Homeowners Coverage Guide 3rd Edition	214042	20	8/31/2012	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	199598	7	6/30/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	75126	13	10/31/2013	Fire & Casualty
	Personal Umbrella Coverage Guide 1st Edition	93938	6	3/31/2013	Fire & Casualty
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	224294	9	3/31/2013	P&C
	Target Market Series: Truckers 1st Edition	224295	9	3/31/2013	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	136320	30	5/31/2013	Fire & Casualty
	Winning By the Rules 2nd Edition	224293	9	3/31/2013	P&C
	Workers Compensation Guide 1st Edition	95718	8	4/30/2013	Fire & Casualty
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	242148	4	5/31/2012	Life
	Case Studies in Ethics & Beneficiary Issues	239107	4	3/31/2012	Ethics
	Distribution Planning	145878	5	1/31/2014	Life
	Equity Indexed Annuities Explained	235449	4	10/31/2013	Life & Casualty
	Estate Planning	98958	4	4/30/2013	Life
	Introduction to Annuities	82824	10	7/31/2012	Life
	Introduction to Financial Planning for Seniors	95858	6	4/30/2013	Life
	Introduction to Life Insurance	89340	5	11/30/2012	Life
	Introduction to Long Term Care	91418	18	12/31/2012	Fire & Life
	Introduction to Medicare	135100	3	4/30/2013	Life
	Introduction to Universal Life	226747	3	5/31/2013	Life
	Introduction to Variable Annuities	89338	6	11/30/2012	Life
	Introduction to Variable Life Insurance	89358	6	11/30/2012	Life
	Life Insurance Planning	98962	4	5/31/2013	Life
	Non-Qualified Deferred Compensation Plans Explained	244868	3	7/31/2012	LO
	403 (b) Plans Explained	244867	1	7/31/2012	LO
	Ethics in Insurance: Past and Present	none	none	none	none
	Business Auto Policy Explained	108240	12	12/31/2013	Fire & Casualty
	Businessowners Policy Explained	250907	6	12/31/2012	Fire & Casualty
	CGL Explained	104458	9	9/30/2013	Fire & Casualty
	Commercial Property Policy Explained	108239	8	12/31/2013	Fire & Casualty
	Commercial Umbrella Explained	195338	5	3/31/2013	Fire & Casualty
	COPE Explained	136318	6	5/31/2013	Life
	Insurance Principles	98959	2	5/31/2013	Fire & Casualty
	Introduction to Homeowners	89298	9	11/30/2012	Fire & Casualty
	Introduction to Homeowners Endorsement	82823	7	6/30/2012	Fire & Casualty
	Introduction to Personal Auto Coverage	89339	7	11/30/2012	Fire & Casualty
	Introduction to Personal Umbrella Coverage	89318	5	11/30/2012	Fire & Casualty
	Workers Compensation Explained	121718	9	6/30/2012	Fire & Life
	A Closer Look at Life Settlements	231707	5	8/31/2013	LO
	A Detailed Introduction to Life Settlements	229627	7	7/13/2013	LX
	Monitoring & Regulating Life Settlements	231727	5	8/31/2013	LO
	Present & Future Considerations of Life Settlements	237127	6	1/31/2014	LO

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
49815	The Annuity Handbook 4th Edition	41360	18	7/31/2014	Life/Accident & Health
	Ethics & Customer Service 2nd Edition	41734 & 41735	7 (2E)	10/31/2014	Property/Casualty/Life/A&H, Ethics (2)
	Ethics & The Sale 2nd Edition	41733	3	10/31/2014	Life/Accident & Health
	Ethics & The Sale 2nd Edition	48028	3	10/31/2012	Ethics
	Financial Planning for the Older Client 6th Edition	42811	36	6/30/2012	Life/Accident & Health
	Group Benefits Disability Insurance	46755	29	10/31/2014	Life, Health
	How to Plan for Baby Boomers 2nd Edition	45904	12	4/30/2014	Life, Health
	Ultimate IRA Resource 3rd Edition	43342	33	10/31/2012	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	46349	26	7/31/2014	L&H, Annuities, Variable Product
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	47851	30	8/31/2012	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	43064	49	8/31/2012	Life/Accident & Health
	The Tools & Techniques of Financial Planning 9th Edition	48145	39	12/31/2012	L&H, Annuities, Variable Product
	The Tools & Techniques of Life Insurance Planning 4th Edition	45903	40	4/30/2014	L&H, Annuities, Variable Product
	The Tools & Techniques of Life Settlement Planning 1st Edition	46839	30	11/30/2014	Life, Health
	The Ultimate Trust Resource 2nd Edition	17697	38	9/30/2014	Life/Accident & Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	49999	10	4/15/2014	P&C
	Business Interruption Book 1st Edition	43901	26	2/28/2013	P&C
	Businessowners Policy Coverage Guide 3rd Edition	42810	22	6/30/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	49777	12	3/31/2014	P&C
	Commercial General Liability 8th Edition	41480	19	8/31/2014	P&C
	Commercial Property Coverage Guide 3rd Edition	43384	28	11/30/2012	P&C
	Commercial Property Coverage Guide 4th Edition	48826	12	7/31/2013	P&C
	Condominium Insurance Coverage Guide 1st Ed	50679	6	10/31/2014	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	48501	6	3/31/2013	P&C
	E-coverage Guide 1st Edition	14102	23	2/28/2015	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	46361	20	7/31/2014	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	44338	7	6/30/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	41479	21	8/31/2014	P&C
	Personal Umbrella Coverage Guide 1st Edition	14065	11	1/31/2015	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	47128	9	2/28/2015	P&C
	Target Market Series: Truckers 1st Edition	47130	9	2/28/2015	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	47129	9	2/28/2015	P&C (Ethics Pending)
	Workers Compensation Guide 1st Edition	14272	14	3/31/2012	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	48679	4	5/31/2013	Life/Variable Life & Annuity
	Case Studies in Ethics & Beneficiary Issues	48549	4	4/30/2013	Ethics
	Distribution Planning	17994	2	11/30/2014	Life/Accident & Health
	Equity Indexed Annuities Explained	48055	4	10/31/2012	Life/Accident & Health
	Estate Planning	14150	11	2/28/2015	Life/Accident & Health
	Introduction to Annuities	13216	7	5/31/2014	Life/Accident & Health
	Introduction to Financial Planning for Seniors	14131	8	2/28/2015	Life/Accident & Health
	Introduction to Life Insurance	13863	5	11/30/2014	Life/Accident & Health
	Introduction to Long Term Care	NONE	N/A	N/A	N/A
	Introduction to Medicare	17271	4	5/31/2014	Life/Accident & Health
	Introduction to Universal Life	47444	3	5/31/2012	Life/Accident & Health
	Introduction to Variable Annuities	13808	5	10/31/2014	Life/Accident & Health
	Introduction to Variable Life Insurance	13905	5	12/31/2014	Life/Accident & Health
	Life Insurance Planning	14436	5	5/31/2012	Life/Accident & Health
	Non-Qualified Deferred Compensation Plans Explained	48879	2	7/31/2012	Life & Health
	403 (b) Plans Explained	48880	1	7/31/2013	Life & Health
	Ethics in Insurance: Past and Present	19378	3	2/28/2013	Ethics
	Business Auto Policy Explained	49302	12	11/30/2013	Property/Casualty
	Businessowners Policy Explained	49303	6	11/30/2013	Property/Casualty
	CGL Explained	49301	12	11/30/2013	Property/Casualty
	Commercial Property Policy Explained	15295	2	12/31/2013	Property/Casualty
	Commercial Umbrella Explained	43951	20	2/28/2013	Property/Casualty
	COPE Explained	17100	6	4/30/2014	Property/Casualty
	Insurance Principles	14273	6	3/31/2012	Property/Casualty
	Introduction to Homeowners	13580	7	8/31/2014	Property/Casualty
	Introduction to Homeowners Endorsement	13169	6	5/31/2014	Property/Casualty
	Introduction to Personal Auto Coverage	13838	6	10/31/2014	Property/Casualty
	Introduction to Personal Umbrella Coverage	13807	4	10/31/2014	Property/Casualty
	Workers Compensation Explained	49304	9	11/30/2013	Property/Casualty
	A Closer Look at Life Settlements	47758	5	8/31/2012	Life/Accident & Health
	A Detailed Introduction to Life Settlements	47656	7	7/31/2012	Life/Accident & Health
	Monitoring & Regulating Life Settlements	47757	5	8/31/2012	Life/Accident & Health
	Present & Future Considerations of Life Settlements	47726	6	8/31/2012	Life/Accident & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
10060	The Annuity Handbook 4th Edition	59018	14	7/14/2013	Life, Health
	Ethics & Customer Service 2nd Edition	61133	4	2/3/2014	Ethics
	Ethics & The Sale 2nd Edition	61132	3	2/3/2014	Ethics
	Financial Planning for the Older Client 6th Edition	28100	21	11/2/2013	Life, Health, Ethics (3)
	Group Benefits Disability Specialist	102572	24	11/5/2012	Life, Health
	How to Plan for Baby Boomers 2nd Edition	101898	12	5/6/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	100122	24	11/9/2012	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	102216	26	8/19/2012	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	102656	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	100040	24	10/5/2012	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	104038	39	3/8/2014	Life, Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	101900	40	5/6/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	102665	24	11/21/2012	Life, Health
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	60406	15	11/15/2013	L&H, Ethics(1)
	Working with LLCs & FLPs 2nd Edition	34066	12	5/10/2013	L&H, Ethics(4)
	Working with S Corporations 3rd Edition	17049	21	2/10/2014	L&H, Ethics (3)
	Business Auto Coverage Guide 2nd Edition	22152	11	11/11/2012	P&C
	Business Auto Policy Coverage Guide 3rd Edition	105637	10	5/16/2013	P&C (9), LRE (1)
	Business Interruption Book 1st Edition	100536	24	3/19/2013	P&C
	Businessowners Policy Coverage Guide 3rd Edition	63281	18	8/15/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	105108	12	1/28/2013	P&C
	Commercial General Liability 8th Edition	59580	18	9/8/2013	P&C
	Commercial Property Coverage Guide 4th Edition	104404	12	6/24/2012	P&C
	Condominium Insurance Coverage Guide 1st Ed	106042	6	11/10/2013	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	104111	6	4/8/2012	PC
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	102217	20	8/19/2012	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	100885	7	6/15/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	24794	15	8/17/2013	P&C, Ethics (3)
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	00102931	9	3/6/2013	P&C
	Target Market Series: Truckers 1st Edition	102932	9	3/6/2013	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	41617	32	4/16/2013	P&C
	Winning By the Rules 2nd Edition	102933	9	3/6/2013	P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	104243	4	5/12/2012	LH
	Case Studies in Ethics & Beneficiary Issues	104155	4	4/8/2012	LRE
	Distribution Planning	47261	6	12/9/2013	6 LRE
	Equity Indexed Annuities Explained	103678	4	11/10/2013	4 LH
	Estate Planning	33479	7	3/6/2013	7 LRE
	Introduction to Annuities	30797	11	6/27/2012	2 LRE & 9 LH
	Introduction to Financial Planning for Seniors	105023	12	12/21/2012	LH
	Introduction to Life Insurance	32387	6	11/13/2012	1 LRE & 5 LH
	Introduction to Long Term Care	32373	13	11/6/2012	3 LRE & 10 LH
	Introduction to Medicare	43342	4	5/9/2013	4 LH
	Introduction to Universal Life	103125	3	5/12/2013	3 LH
	Introduction to Variable Annuities	32145	10	10/5/2012	3 LRE & 7 LH
	Introduction to Variable Life Insurance	32495	10	12/6/2012	2 LRE & 8 LH
	Life Insurance Planning	34150	5	5/13/2013	5 LH
	Non-Qualified Deferred Compensation Plans Explained	104583	2	8/24/2012	LH
	403 (b) Plans Explained	104582	1	8/24/2012	LH
	Ethics in Insurance: Past and Present	102673	5	12/4/2012	5 LRE
	Business Auto Policy Explained	100424	12	2/5/2013	12 PC
	Businessowners Policy Explained	104920	6	11/16/2012	PC
	CGL Explained	35472	16	10/2/2013	16 PC
	Commercial Property Policy Explained	36130	6	12/12/2013	21 PC
	Commercial Umbrella Explained	100537	20	3/19/2013	20 PC
	COPE Explained	104927	6	11/30/2012	6 PC
	Insurance Principles	104938	5	11/30/2012	5 PC
	Introduction to Homeowners	31529	13	8/22/2012	13 PC
	Introduction to Homeowners Endorsement	30556	7	4/26/2012	7 PC
	Introduction to Personal Auto Coverage	32244	11	10/19/2012	11 PC
	Introduction to Personal Umbrella Coverage	31983	6	9/26/2012	6 PC
	Workers Compensation Explained	104923	9	11/30/2012	9 PC
	A Closer Look at Life Settlements	103357	5	7/24/2013	LH
	A Detailed Introduction to Life Settlements	103271	7	7/7/2013	LH
	Monitoring & Regulating Life Settlements	103358	5	7/24/2013	LH
	Present & Future Considerations of Life Settlements	103450	6	9/28/2013	LH

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
086	The Annuity Handbook 4th Edition	12939	14	none	General/Laws
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	Pending	Pending	none	L&H, Ethics
	Financial Planning for the Older Client 6th Edition	20362	16	none	General, Ethics(2)
	Group Benefits Disability Specialist	39906	12	none	General
	How to Plan for Baby Boomers 2nd Edition	35701	8	none	General
	Ultimate IRA Resource 3rd Edition	21791	20	none	General
	The Tools & Techniques of Charitable Planning 2nd Edition	42523	20	none	General, Ethics(2)
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	21147	20	none	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	35699	20	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	16212	12	none	General, Ethics(1)
	Working with LLCs & FLPs 2nd Edition	8808	15	none	Life, Health
	Working with S Corporations 3rd Edition	6089	20	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	13581	8	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	50643	10	none	P&C
	Business Interruption Book 1st Edition	25439	19	none	General
	Businessowners Policy Coverage Guide 3rd Edition	20278	20	none	P&C
	Businessowners Policy Coverage Guide 4th Edition	49764	12	none	P&C
	Commercial General Liability 8th Edition	13580	10	none	P&C
	Commercial Property Coverage Guide 3rd Edition	22677	20	none	General
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	931	20	none	P&C
	Employment Practices Liability 1st Edition	1258	7	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	26666	7	none	General
	Personal Auto Coverage Guide 2nd Edition	13579	10	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	933	5	none	P&C
	Problem Issues in CGL 1st Edition	702	6	none	P&C
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	9161	20	none	P&C
	Winning By the Rules 2nd Edition	46260	7 (G) 3 (E)	none	General, Ethics (3)
	Workers Compensation Guide 1st Edition	932	17	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	46878	4	none	General
	Case Studies in Ethics & Beneficiary Issues	46619	4	none	Ethics
	Distribution Planning	2672	8	None	General
	Equity Indexed Annuities Explained	43936	4	none	General
	Estate Planning	4127	6	None	General
	Introduction to Annuities	4489	7	None	General
	Introduction to Financial Planning for Seniors	4125	10	None	General
	Introduction to Life Insurance	4353	6	None	General
	Introduction to Long Term Care	4351	8	None	General
	Introduction to Medicare	2943	4	None	Ethics
	Introduction to Universal Life	42514	3	None	General
	Introduction to Variable Annuities	4354	12	None	General
	Introduction to Variable Life Insurance	4352	13	None	General
	Life Insurance Planning	4090	6	None	General
	Non-Qualified Deferred Compensation Plans Explained	47999	2	none	General
	403 (b) Plans Explained	47998	1	none	General
	Ethics in Insurance: Past and Present	217	7	None	General
	Business Auto Policy Explained	700	12	None	General
	Businessowners Policy Explained	46246	7	none	General
	CGL Explained	43738	16	none	General
	Commercial Property Policy Explained	701	6	None	General
	Commercial Umbrella Explained	43737	20	none	General
	COPE Explained	486	6	None	General
	Insurance Principles	930	8	None	General
	Introduction to Homeowners	1013	8	None	General
	Introduction to Homeowners Endorsement	980	7	None	General
	Introduction to Personal Auto Coverage	864	6	None	General
	Introduction to Personal Umbrella Coverage	856	5	None	General
	Workers Compensation Explained	8232	2	None	General
	A Closer Look at Life Settlements	43461	5	None	General
	A Detailed Introduction to Life Settlements	43460	7	None	General
	Monitoring & Regulating Life Settlements	43459	5	None	General
	Present & Future Considerations of Life Settlements	44364	6	None	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
1161	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	16252	24	5/31/2013	LH
	How to Plan for Baby Boomers 2nd Edition	15765	12	5/31/2012	LH
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	15766	16	5/31/2012	LH
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	4144	10	5/31/2013	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	3420	12	5/31/2013	P&C
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	2499	4	5/31/2012	LH
	Case Studies in Ethics & Beneficiary Issues	2249	4	5/31/2012	Ethics
	Distribution Planning	3003	8	5/31/2012	LH
	Equity Indexed Annuities Explained	1759	4	5/31/2012	LH
	Estate Planning	3004	7	5/31/2012	LH
	Introduction to Annuities	3005	11	5/31/2012	LH
	Introduction to Financial Planning for Seniors	3006	12	5/31/2012	LH
	Introduction to Life Insurance	3008	6	5/31/2012	LH
	Introduction to Long Term Care	3009	12	5/31/2012	LH
	Introduction to Medicare	3010	4	5/31/2012	LH
	Introduction to Universal Life	16718	3	5/31/2013	LH
	Introduction to Variable Annuities	3011	4	5/31/2012	LH
	Introduction to Variable Life Insurance	3012	10	5/31/2012	LH
	Life Insurance Planning	3013	6	5/31/2012	LH
	Non-Qualified Deferred Compensation Plans Explained	2820	2	5/31/2012	LH
	403 (b) Plans Explained	2819	1	5/31/2012	LH
	Ethics in Insurance: Past and Present	16339	5	5/31/2013	Ethics
	Business Auto Policy Explained	2994	12	5/31/2012	PC
	Businessowners Policy Explained	2999	6	5/31/2012	PC
	CGL Explained	3026	12	5/31/2012	PC
	Commercial Property Policy Explained	3025	6	5/31/2012	PC
	Commercial Umbrella Explained	3001	6	5/31/2012	PC
	COPE Explained	3018	6	5/31/2012	PC
	Insurance Principles	3021	5	5/31/2012	PC
	Introduction to Homeowners	3022	12	5/31/2012	PC
	Introduction to Homeowners Endorsement	3023	7	5/31/2012	PC
	Introduction to Personal Auto Coverage	3027	12	5/31/2012	PC
	Introduction to Personal Umbrella Coverage	3028	8	5/31/2012	PC
	Workers Compensation Explained	3029	9	5/31/2012	PC
	A Closer Look at Life Settlements	16887	5	5/31/2012	LH
	A Detailed Introduction to Life Settlements	16832	7	5/31/2012	LH
	Monitoring & Regulating Life Settlements	16888	5	5/31/2012	LH
	Present & Future Considerations of Life Settlements	16911	6	5/31/2012	LH

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
363382	The Annuity Handbook 4th Edition	55034	11	none	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	66903	15	none	CE 2-40 Health
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
363382	Annuities & Suitability Explained	74720	4	none	CE0218 - Life & Health
	Case Studies in Ethics & Beneficiary Issues	N/A	none	none	none
	Distribution Planning	46125	8	None	CE 0216 - Life
	Estate Planning	41323	6	None	CE 0216 - Life
	Introduction to Annuities	41325	10	None	CE 0216 - Life
	Introduction to Financial Planning for Seniors	41322	12	None	CE 0216 - Life
	Introduction to Life Insurance	44378	10	None	CE 0216 - Life
	Introduction to Long Term Care	41324	13	None	CE 0240 - Health
	Introduction to Medicare	55343	2	None	CE 0240 - Health
	Universal Life Insurance Explained	70271	3	None	CE 0216 - Life
	Introduction to Variable Annuities	NONE	N/A	None	N/A
	Introduction to Variable Life Insurance	NONE	N/A	None	N/A
	Life Insurance Planning	44892	8	None	CE 0216 - Life
	Ethics in Insurance: Past and Present	NONE	N/A	None	N/A
	Business Auto Policy Explained	40979	12	None	(Property & Casualty)
	Businessowners Policy Explained	72116	7	none	(Property & Casualty)
	CGL Explained	40978	14	None	(Property & Casualty)
	Commercial Property Policy Explained	40980	6	None	(Property & Casualty)
	Commercial Umbrella Explained	none	N/A	none	N/A
	COPE Explained	NONE	N/A	None	N/A
	Insurance Principles	NONE	N/A	None	N/A
	Introduction to Homeowners	40242/55350	11	None	0324c - Adjuster Optional
	Introduction to Homeowners Endorsement	NONE	N/A	None	N/A
	Introduction to Personal Auto Coverage	NONE	N/A	None	N/A
	Introduction to Personal Umbrella Coverage	NONE	N/A	None	N/A
	Workers Compensation Explained	NONE	N/A	None	N/A
	A Closer Look at Life Settlements	NONE	N/A	None	N/A
	A Detailed Introduction to Life Settlements	NONE	N/A	None	N/A
	Monitoring & Regulating Life Settlements	NONE	N/A	None	N/A
	Present & Future Considerations of Life Settlements	NONE	N/A	None	N/A

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
10269	The Annuity Handbook 4th Edition	27208	9	Annual	Life
	Ethics & Customer Service 2nd Edition	28474	5	Annual	Ethics
	Ethics & The Sale 2nd Edition	28475	4	Annual	Ethics
	Financial Planning for the Older Client 6th Edition	29186	15	Annual	Life, Health
	Group Benefits Disability Specialist	34479	15	Annual	
	How to Plan for Baby Boomers 2nd Edition	33375	6	Annual	Life
	Ultimate IRA Resource 3rd Edition	29979	25	Annual	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	33932	13	Annual	Life
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	36304	15	Annual	Life
	The Tools & Techniques of Estate Planning 14th Edition	29532	24	Annual	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	36758	39	Annual	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	33380	16	Annual	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	34597	15	Annual	Life, Health
	The Ultimate Trust Resource 2nd Edition	22677	33	Annual	Life, Health
	The Variable Annuity Handbook 2nd Edition	28563	10	Annual	Life
	Working with LLCs & FLPs 2nd Edition	18240	20	Annual	Life, Health
	Working with S Corporations 3rd Edition	9812	24	Annual	Life
	Business Auto Coverage Guide 2nd Edition	27407	11	Annual	P&C
	Business Auto Policy Coverage Guide 3rd Edition	40146	4	Annual	P&C
	Business Interruption Book 1st Edition	30729	26	Annual	P&C
	Businessowners Policy Coverage Guide 3rd Edition	29187	11	Annual	P&C
	Businessowners Policy Coverage Guide 4th Edition	39435	12	Annual	P&C
	Commercial General Liability 8th Edition	27408	15	Annual	P&C
	Commercial Property Coverage Guide 3rd Edition	30027	28	Annual	P&C
	Commercial Property Coverage Guide 4th Edition	37883	12	Annual	Property & Cas
	Condominium Insurance Coverage Guide 1st Edition	pending	pending	Annual	pending
	D&O Liability: Exposure, Risk Management & Insurance Coverage	37407	6	Annual	P&C
	E-coverage Guide 1st Edition	17747	24	Annual	P&C
	Employment Practices Liability 1st Edition	14473	9	Annual	P&C
	Homeowners Coverage Guide 3rd Edition	33933	10	Annual	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	31344	3	Annual	P&C
	Personal Auto Coverage Guide 2nd Edition	27409	15	Annual	P&C
	Personal Umbrella Coverage Guide 1st Edition	17724	11	Annual	P&C
	Problem Issues in CGL 1st Edition	19584	12	Annual	P&C
	Target Market Series: Contractors 1st Edition	35058	9	Annual	P&C
	Target Market Series: Truckers 1st Edition	35057	9	Annual	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	21961	30	Annual	P&C
	Winning By the Rules 2nd Edition	35056 / 36536	9 (P&C) / 3 (E)	Annual	P&C / P&C, Ethics
	Workers Compensation Guide 1st Edition	17961	17	Annual	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	37618	4	Annual	Life
	Case Studies in Ethics & Beneficiary Issues	37436	4	Annual	Ethics
	Distribution Planning	23080	8	Annual	Life
	Equity Indexed Annuities Explained	36619	4	Annual	Life
	Estate Planning	17920	9	Annual	Life
	Introduction to Annuities	16595	14	Annual	Life
	Introduction to Financial Planning for Seniors	17847	17	Annual	Life
	Introduction to Life Insurance	17426	9	Annual	Life
	Introduction to Long Term Care	17432	18	Annual	Life
	Introduction to Medicare	21739	5	Annual	Life
	Introduction to Universal Life	35610	3	Annual	Life & Health
	Introduction to Variable Annuities	17297	12	Annual	Life
	Introduction to Variable Life Insurance	17491	13	Annual	Life
	Life Insurance Planning	18321	8	Annual	Life
	Non-Qualified Deferred Compensation Plans Explained	38032	2	Annual	Life & Accident
	403 (b) Plans Explained	38031	1	Annual	Life & Accident
	Ethics in Insurance: Past and Present	20921	3	Annual	Ethics
	Business Auto Policy Explained	36458	14	Annual	Property & Cas
	Businessowners Policy Explained	36421	7	Annual	Property & Cas
	CGL Explained	19025	19	Annual	Property & Cas
	Commercial Property Policy Explained	19421	8	Annual	Property & Cas
	Commercial Umbrella Explained	30730	20	Annual	Property & Cas
	COPE Explained	21849	6	Annual	Property & Cas
	Insurance Principles	18065	8	Annual	Property & Cas
	Introduction to Homeowners	16986	16	Annual	Property & Cas
	Introduction to Homeowners Endorsement	16452	7	Annual	Property & Cas
	Introduction to Personal Auto Coverage	17347	13	Annual	Property & Cas
	Introduction to Personal Umbrella Coverage	17225	8	Annual	Property & Cas
	Workers Compensation Explained	37496	9	Annual	Property & Cas
	A Closer Look at Life Settlements	36180	5	Annual	Life
	A Detailed Introduction to Life Settlements	35952	7	Annual	Life
	Monitoring & Regulating Life Settlements	36181	5	Annual	Life
	Present & Future Considerations of Life Settlements	36201	6	Annual	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
207725	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	LH208287	19	7/1/2012	Life/Accident & Health or Sickness
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	LH207678	20	7/1/2013	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	PH209943	10	7/1/2012	Property/Casualty - Self Study
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	PH209812	12	7/1/2012	Property/Casualty - Self Study
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
207725	Annuities & Suitability Explained	LH209297	4	7/1/2013	Life/Accident & Health or Sickness
	Case Studies in Ethics & Beneficiary Issues	LH209189	4	7/1/2013	Life/Accident & Health or Sickness
	Distribution Planning	LI209663	8	7/1/2012	Life, Accident & Health or Sickness
	Equity Indexed Annuities Explained	LH208957	4	7/1/2013	Life/Accident & Health
	Estate Planning	LI209664	7	7/1/2012	Life, Accident & Health or Sickness
	Introduction to Annuities	LH101232	4	7/1/2013	Life, Accident & Health
	Introduction to Financial Planning for Seniors	LI209665	12	7/1/2012	Life, Accident & Health or Sickness
	Introduction to Life Insurance	LI209666	6	7/1/2012	Life, Accident & Health or Sickness
	Introduction to Long Term Care	LH205503	10	7/1/2012	Life, Accident & Health
	Introduction to Medicare	LI209667	4	7/1/2012	Life, Accident & Health or Sickness
	Introduction to Universal Life	LH208619	3	7/1/2012	Life, Accident & Health
	Introduction to Variable Annuities	LI209668	4	7/1/2012	Life, Accident & Health or Sickness
	Introduction to Variable Life Insurance	LI209669	10	7/1/2012	Life, Accident & Health or Sickness
	Life Insurance Planning	LI209670	6	7/1/2012	Life, Accident & Health or Sickness
	Non-Qualified Deferred Compensation Plans Explained	LH209919	2	7/1/2012	Life, Accident & Health or Sickness
	403 (b) Plans Explained	LH209918	1	7/1/2012	Life, Accident & Health or Sickness
	Ethics in Insurance: Past and Present	LH 208618 & PC 208618	5	7/1/2012	Life/Accident & Health or Sickness & P&C Ins
	Business Auto Policy Explained	PI209640	12	7/1/2012	Property/Casualty - Internet
	Businessowners Policy Explained	PI209639	6	7/1/2012	Property/Casualty - Internet
	CGL Explained	PI209641	12	7/1/2012	Property/Casualty - Internet
	Commercial Property Policy Explained	PI209642	6	7/1/2012	Property/Casualty - Internet
	Commercial Umbrella Explained	PI209643	6	7/1/2012	Property/Casualty - Internet
	COPE Explained	PI209644	6	7/1/2012	Property/Casualty - Internet
	Insurance Principles	PI209645	5	7/1/2012	Property/Casualty - Internet
	Introduction to Homeowners	PI209646	12	7/1/2012	Property/Casualty - Internet
	Introduction to Homeowners Endorsement	PI209647	7	7/1/2012	Property/Casualty - Internet
	Introduction to Personal Auto Coverage	PI209648	12	7/1/2012	Property/Casualty - Internet
	Introduction to Personal Umbrella Coverage	PI209649	8	7/1/2012	Property/Casualty - Internet
	Workers Compensation Explained	PI209650	9	7/1/2012	Property/Casualty - Internet
	A Closer Look at Life Settlements	LH208867	5	7/1/2013	Life, Accident & Health
	A Detailed Introduction to Life Settlements	LI208840	5	7/1/2013	Life, Accident & Health
	Monitoring & Regulating Life Settlements	LH208868	5	7/1/2013	Life, Accident & Health
	Present & Future Considerations of Life Settlements	LH208919	6	7/1/2013	Life, Accident & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
155957	The Annuity Handbook 4th Edition	3139201	18	8/1/2013	Life, Health
	Ethics & Customer Service 2nd Edition	2819110	8	3/1/2012	L&H, Ethics(4)
	Ethics & The Sale 2nd Edition	2819210	8	3/1/2012	L&H, Ethics(4)
	Financial Planning for the Older Client 6th Edition	3139302	30	8/1/2013	Life, Health
	Group Benefits Disability Specialist	3182300	19	11/1/2012	Life, Health
	How to Plan for Baby Boomers 2nd Edition	3181660	10	5/5/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	2975203	12	11/1/2012	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	2937904	49	9/1/2012	Life
	The Tools & Techniques of Financial Planning 9th Edition	20794	12	2/28/2012	L&H
	The Tools & Techniques of Life Insurance Planning 4th Edition	3181661	33	5/5/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	3160503	20	9/1/2013	Life, Health
	The Variable Annuity Handbook 2nd Edition	2825805	19	3/1/2012	Life
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	3184939	10	5/1/2013	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	2925206	22	8/1/2012	Property
	Businessowners Policy Coverage Guide 4th Edition	3184702	12	2/1/2013	P&C
	Commercial General Liability 8th Edition	3064103	14	4/1/2013	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	3117509	7	7/1/2013	Property
	Personal Auto Coverage Guide 2nd Edition	3117105	14	7/1/2013	Property
	Personal Umbrella Coverage Guide 1st Edition	3139108	7	8/1/2013	Property
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	3183887	4	5/1/2012	Life & Health
	Case Studies in Ethics & Beneficiary Issues	3183817	4	4/1/2012	Ethics
	Distribution Planning	2757601	3	12/2/2013	Life
	Equity Indexed Annuities Explained	3183352	4	11/1/2013	Life
	Estate Planning	3064503	9	4/1/2013	Life
	Introduction to Annuities	2855610	12	4/1/2012	Life
	Introduction to Financial Planning for Seniors	30642-03	17	4/1/2013	Life
	Introduction to Life Insurance	2943605	5	9/1/2012	Life
	Introduction to Long Term Care	2965701	15	10/1/2012	Life
	Introduction to Medicare	3184486	4	12/1/2012	Life & Health
	Introduction to Universal Life	3183174	3	9/1/2013	LH
	Introduction to Variable Annuities	3184494	10	12/1/2012	Life & Health
	Introduction to Variable Life Insurance	2943505	6 (1Law)	9/1/2012	Life
	Life Insurance Planning	3184495	6	12/1/2012	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	3184154	2	8/1/2012	LH
	403 (b) Plans Explained	3184155	1	8/1/2012	LH
	Ethics in Insurance: Past and Present	3182428	5	11/1/2012	Ethics
	Business Auto Policy Explained	3184385	12	11/1/2012	P&C
	Businessowners Policy Explained	3184395	6	11/1/2012	P&C
	CGL Explained	3138908	17	8/1/2013	P&C
	Commercial Property Policy Explained	2736608	8	10/7/2013	P&C
	Commercial Umbrella Explained	3042509	7	3/1/2013	Property
	COPE Explained	3184400	6	11/1/2012	P&C
	Insurance Principles	3184406	5	11/1/2012	P&C
	Introduction to Homeowners	2887209	7	7/1/2012	P&C
	Introduction to Homeowners Endorsement	2855709	7	4/1/2012	P&C
	Introduction to Personal Auto Coverage	3184409	12	11/1/2012	P&C
	Introduction to Personal Umbrella Coverage	3184410	8	11/1/2012	P&C
	Workers Compensation Explained	3184396	9	11/1/2012	P&C
	A Closer Look at Life Settlements	3183055	5	8/1/2013	Life
	A Detailed Introduction to Life Settlements	3183022	7	9/1/2013	Life
	Monitoring & Regulating Life Settlements	3183096	5	8/1/2013	Life
	Present & Future Considerations of Life Settlements	3183116	6	8/1/2013	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
31-0388770	The Annuity Handbook 4th Edition	36936	12	12/31/2012	Life, Health
	Ethics & Customer Service 2nd Edition	36950	10	12/31/2012	Life, Health
	Ethics & The Sale 2nd Edition	36951	8	12/31/2012	Life, Health
	Financial Planning for the Older Client 6th Edition	36962	12	12/31/2012	Life, Health
	Group Benefits Disability Specialist	37115	12	12/31/2012	General
	How to Plan for Baby Boomers 2nd Edition	37089	12	12/31/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	36982	12	12/31/2012	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	37103	12	12/31/2012	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	36851	12	12/31/2012	General
	The Tools & Techniques of Estate Planning 14th Edition	36979	12	12/31/2012	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	36861	12	12/31/2012	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	37087	12	12/31/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	37043	12	12/31/2012	Life, Health
	The Ultimate Trust Resource 2nd Edition	36917	12	12/31/2012	Life, Health
	The Variable Annuity Handbook 2nd Edition	36807	12	12/31/2012	Life
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	36939	11	12/31/2011	P&C
	Business Auto Policy Coverage Guide 3rd Edition	61041	10	12/31/2012	General
	Business Interruption Book 1st Edition	37011	12	12/31/2012	General
	Businessowners Policy Coverage Guide 3rd Edition	36963	12	12/31/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	60130	12	12/31/2012	General
	Commercial General Liability 8th Edition	36940	12	12/31/2012	P&C
	Commercial Property Coverage Guide 4th Edition	36887	12	12/31/2012	P&C
	Condominium Insurance Coverage Guide 1st Ed	62342	6	12/31/2012	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	36870	6	12/31/2012	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	36823	12	12/31/2012	P&C
	Homeowners Coverage Guide 3rd Edition	37104	12	12/31/2012	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	37017	7	12/31/2012	P&C
	Personal Auto Coverage Guide 2nd Edition	36938	12	12/31/2012	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	36912	12	12/31/2012	P&C
	Target Market Series: Contractors 1st Edition	37050	9	12/31/2012	P&C
	Target Market Series: Truckers 1st Edition	37048	9	12/31/2012	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	37030	12	12/31/2012	P&C
	Winning By the Rules 2nd Edition	37049	9	12/31/2012	P&C
	Workers Compensation Guide 1st Edition	36897	12	12/31/2012	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	36883	4	12/31/2012	Annuity
	Case Studies in Ethics & Beneficiary Issues	36871	4	12/31/2012	General
	Distribution Planning	36921	8	12/31/2012	Life
	Equity Indexed Annuities Explained	36860	4	12/31/2012	Life
	Estate Planning	59546	7	12/31/2012	General
	Introduction to Annuities	36838	12	12/31/2012	Life
	Introduction to Financial Planning for Seniors	36894	12	12/31/2012	Life
	Introduction to Life Insurance	36847	10	12/31/2012	Life
	Introduction to Long Term Care	36845	12	12/31/2012	Life & Health
	Introduction to Medicare	36915	4	12/31/2012	Life & Health
	Introduction to Universal Life	37064	3	12/31/2012	Life
	Introduction to Variable Annuities	36842	12	12/31/2012	Life
	Introduction to Variable Life Insurance	36888	12	12/31/2012	Life
	Life Insurance Planning	59547	6	12/31/2012	General
	Non-Qualified Deferred Compensation Plans Explained	59089	2	12/31/2012	General
	403 (b) Plans Explained	59088	1	12/31/2012	General
	Ethics in Insurance: Past and Present	37062	5	12/31/2012	Life
	Business Auto Policy Explained	36858	12	12/31/2012	P&C
	Businessowners Policy Explained	36855	7	12/31/2012	P&C
	CGL Explained	36857	12	12/31/2012	P&C
	Commercial Property Policy Explained	36856	6	12/31/2012	P&C
	Commercial Umbrella Explained	37010	12	12/31/2012	P&C
	COPE Explained	59710	6	12/31/2012	General
	Insurance Principles	59711	5	12/31/2012	General
	Introduction to Homeowners	59712	12	12/31/2012	General
	Introduction to Homeowners Endorsement	59713	7	12/31/2012	General
	Introduction to Personal Auto Coverage	59714	12	12/31/2012	General
	Introduction to Personal Umbrella Coverage	59715	8	12/31/2012	General
	Workers Compensation Explained	36922	9	12/31/2012	P&C
	A Closer Look at Life Settlements	37070	5	12/31/2012	Life
	A Detailed Introduction to Life Settlements	37068	7	12/31/2012	Life
	Monitoring & Regulating Life Settlements	37069	5	12/31/2012	Life
	Present & Future Considerations of Life Settlements	37073	6	12/31/2012	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
71027	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	19029	4	6/30/2013	Ethics
	Ethics & The Sale 2nd Edition	19203	3	6/30/2013	Ethics
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	22656	19	12/31/2012	Life
	How to Plan for Baby Boomers 2nd Edition	21022	12	4/30/2012	Life
	Ultimate IRA Resource 3rd Edition	22419	12	10/31/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	18412	12	4/30/2013	Fin Plng
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	15975	12	8/31/2012	Life
	The Tools & Techniques of Financial Planning 9th Edition	20794	12	2/28/2012	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	21021	12	4/30/2012	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	19218	12	6/30/2013	General
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	23416	10	6/30/2013	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	16974	12	8/31/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	22912	12	1/31/2013	P&C
	Commercial General Liability 8th Edition	19607	12	8/31/2013	General
	Commercial Property Coverage Guide 4th Edition	21660	12	6/30/2012	P&C
	Condominium Insurance Coverage Guide 1st Ed	24085	6	10/31/2013	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	21023	6	3/31/2012	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	19204	8	6/30/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	19606	12	8/31/2013	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	19026	9	5/31/2013	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	22016	12	8/31/2012	P&C
	Winning By the Rules 2nd Edition	19467	8	7/31/2013	P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	21371	4	5/31/2012	Annuities
	Case Studies in Ethics & Beneficiary Issues	21143	4	4/30/2012	Ethics
	Distribution Planning	22683	8	12/31/2012	Life
	Equity Indexed Annuities Explained	20085	4	11/30/2013	General
	Estate Planning	22685	7	12/31/2012	Life
	Introduction to Annuities	19206	10	6/30/2013	Life
	Introduction to Financial Planning for Seniors	22733	12	12/31/2012	Life
	Introduction to Life Insurance	19207	6	6/30/2013	Life
	Introduction to Long Term Care	19208	12	6/30/2013	Life
	Introduction to Medicare	19347	4	7/31/2013	Life
	Introduction to Universal Life	18542	3	4/30/2013	Life
	Introduction to Variable Annuities	19217	9	6/30/2013	Life
	Introduction to Variable Life Insurance	19205	10	6/30/2013	Life
	Life Insurance Planning	22742	6	12/31/2012	Life
	Non-Qualified Deferred Compensation Plans Explained	none	none	none	none
	403 (b) Plans Explained	none	none	none	none
	Ethics in Insurance: Past and Present	18743	4	4/30/2013	Ethics
	Business Auto Policy Explained	19202	12	6/30/2013	P&C
	Businessowners Policy Explained	19753	7	9/30/2013	P&C
	CGL Explained	19846	12	10/31/2013	P&C
	Commercial Property Policy Explained	19847	6	9/30/2013	P&C
	Commercial Umbrella Explained	19407	6	7/31/2013	P&C
	COPE Explained	16976	6	8/31/2012	General
	Insurance Principles	22594	5	11/30/2012	P&C
	Introduction to Homeowners	19219	12	6/30/2013	P&C
	Introduction to Homeowners Endorsement	19405	2	7/31/2013	P&C
	Introduction to Personal Auto Coverage	19209	12	6/30/2013	P&C
	Introduction to Personal Umbrella Coverage	22598	8	11/30/2012	P&C
	Workers Compensation Explained	21139	9	3/31/2012	P&C
	A Closer Look at Life Settlements	19639	5	8/31/2013	General
	A Detailed Introduction to Life Settlements	19539	8	8/31/2013	Life
	Monitoring & Regulating Life Settlements	19640	5	8/31/2013	General
	Present & Future Considerations of Life Settlements	19866	6	9/30/2013	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
10060	The Annuity Handbook 4th Edition	59018	14	7/11/2013	Life, Health
	Ethics & Customer Service 2nd Edition	C61133	4	2/1/2012	Ethics
	Ethics & The Sale 2nd Edition	61132	3	2/1/2012	Ethics
	Financial Planning for the Older Client 6th Edition	28100	18	11/1/2013	General
	Group Benefits Disability Specialist	77646	24	11/4/2012	General
	How to Plan for Baby Boomers 2nd Edition	76952	17	5/7/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	65615	18	11/17/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	77260	18	8/8/2012	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	78617	18	8/18/2013	General
	The Tools & Techniques of Estate Planning 14th Edition	64270	18	8/30/2012	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	76953	18	5/7/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	44372	18	8/26/2013	General
	The Variable Annuity Handbook 2nd Edition	60406	15	11/9/2013	General
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	17049	18	6/1/2013	Life, Health
	Business Auto Policy Coverage Guide 3rd Edition	80817	10	5/17/2013	General
	Business Interruption Book 1st Edition	75324	18	3/25/2013	General
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	80533	12	3/6/2013	General
	Commercial General Liability 8th Edition	59580	18	9/6/2013	P&C
	Commercial Property Coverage Guide 3rd Edition	65439	18	11/14/2012	General
	Commercial Property Coverage Guide 4th Edition	79690	7	7/16/2012	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	77259	24	8/8/2012	General
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	75747	7	6/12/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	24794	15	8/27/2013	General
	Personal Umbrella Coverage Guide 1st Edition	33174	8	2/7/2013	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	77816/77857	18 / 4	1/19/2013	General (18), Ethics(4)
	Workers Compensation Guide 1st Edition	46609	10	6/17/2013	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	79518	4	5/7/2012	Annuity Products
	Case Studies in Ethics & Beneficiary Issues	79395	4	4/6/2012	Ethics
	Distribution Planning	80183	8	11/10/2012	General
	Equity Index Annuities Explained	78778	4	10/1/2013	Indexed Products
	Estate Planning	33479	7	3/30/2013	General
	Introduction to Annuities	30797	11	6/23/2012	General
	Introduction to Financial Planning for Seniors	33367	14	2/26/2013	General
	Introduction to Life Insurance	80184	6	11/10/2012	General
	Introduction to Long Term Care	32373	13	11/6/2012	General
	Introduction to Medicare	80182	4	11/10/2012	General
	Introduction to Universal Life	78255	3	5/5/2013	General
	Introduction to Variable Annuities	32145	10	10/3/2012	General
	Introduction to Variable Life Insurance	32495	10	12/8/2012	General
	Life Insurance Planning	80181	6	11/10/2012	General
	Non-Qualified Deferred Compensation Plans Explained	79681	2	7/14/2012	General
	403 (b) Plans Explained	79680	1	7/14/2012	General
	Ethics in Insurance: Past and Present	77740	5	11/21/2012	Ethics
	Business Auto Policy Explained	78780	10	9/30/2013	General
	Businessowners Policy Explained	78690	7	9/3/2013	General
	CGL Explained	35472	16	10/1/2013	General
	Commercial Property Policy Explained	36130	6	12/14/2013	General
	Commercial Umbrella Explained	75323	8	3/25/2013	General
	COPE Explained	80241	6	11/29/2012	General
	Insurance Principles	80242	5	11/29/2012	General
	Introduction to Homeowners	31529	13	8/18/2012	General
	Introduction to Homeowners	80243	12	11/29/2012	General
	Introduction to Homeowners Endorsement	80244	7	11/29/2012	General
	Introduction to Personal Auto Coverage	80245	12	11/30/2012	General
	Introduction to Personal Umbrella Coverage	80246	8	11/30/2012	General
	Workers Compensation Explained	79404	9	4/6/2012	General
	A Closer Look at Life Settlements	none	none	none	none
	A Detailed Introduction to Life Settlements	78451	7	7/7/2013	General
	Monitoring & Regulating Life Settlements	78539	5	7/24/2013	General
	Present & Future Considerations of Life Settlements	78575	6	8/5/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
532	The Annuity Handbook 4th Edition	970397 LHV	12	annual	Life, Health
	Ethics & Customer Service 2nd Edition	971248 ETH	5	annual	Ethics
	Ethics & The Sale 2nd Edition	971249 ETH	4	annual	Ethics
	Financial Planning for the Older Client 6th Edition	971702 LHV	12	annual	Life, Health
	Group Benefits Disability Specialist	975147 LHV	12	annual	LHV
	How to Plan for Baby Boomers 2nd Edition	974383 LHV	10	annual	Life, Health
	Ultimate IRA Resource 3rd Edition	972219 LHV	12	annual	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	971978 LHV	12	annual	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	974384 LHV	12	annual	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	967736 LHV	12	annual	Life, Health
	The Variable Annuity Handbook 2nd Edition	970905 LHV	12	annual	Life, Health
	Working with LLCs & FLPs 2nd Edition	965843LH	9	annual	Life, Health
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	970516PC	12	annual	P&C
	Business Auto Policy Coverage Guide 3rd Edition	980838 PC	8	annual	P&C
	Business Interruption Book 1st Edition	972674 PC	12	annual	P&C
	Businessowners Policy Coverage Guide 3rd Edition	971727 PC	12	annual	P&C
	Businessowners Policy Coverage Guide 4th Edition	979854	12	annual	P&C
	Commercial General Liability 8th Edition	970514PC	12	annual	P&C
	Commercial Property Coverage Guide 3rd Edition	972242 PC	12	annual	L&H
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	965837PC	9	annual	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	973102 PC	7	annual	P&C
	Personal Auto Coverage Guide 2nd Edition	970515PC	12	annual	P&C
	Personal Umbrella Coverage Guide 1st Edition	965836PC	5	annual	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	967046GE	12	annual	General
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	965841PC	8	annual	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	978166LHV	4	annual	Life & Health
	Case Studies in Ethics & Beneficiary Issues	977990ETH	4	annual	Ethics
	Distribution Planning	968004LHV	8	Annual	Life & Health
	Equity Indexed Annuities Explained	977663LHV	4	annual	Life & Health
	Estate Planning	965840LH	4	Annual	Life & Health
	Introduction to Annuities	965827LH	7	Annual	Life & Health
	Introduction to Financial Planning for Seniors	965839LH	9	Annual	Life & Health
	Introduction to Life Insurance	965832LH	5	Annual	Life & Health
	Introduction to Long Term Care	965833LH	9	Annual	Life & Health
	Introduction to Medicare	967265LH	4	Annual	Life & Health
	Introduction to Universal Life	976374 LHV	3	Annual	Life & Health
	Introduction to Variable Annuities	965830LH	7	Annual	Life & Health
	Introduction to Variable Life Insurance	965834LH	6	Annual	Life & Health
	Life Insurance Planning	965844LH	4	Annual	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	978738 LHV	2	annual	Life & Health
	403 (b) Plans Explained	978737 LHV	1	annual	Life & Health
	Ethics in Insurance: Past and Present	966895ET	7	Annual	Ethics
	Business Auto Policy Explained	965850PC	11	Annual	Property & Cas
	Businessowners Policy Explained	250907	6	Annual	Property & Cas
	CGL Explained	965846PC	12	Annual	Property & Cas
	Commercial Property Policy Explained	965849PC	6	Annual	Property & Cas
	Commercial Umbrella Explained	979192	6	Annual	Property & Cas
	COPE Explained	967105PC	6	Annual	Property & Cas
	Insurance Principles	965842GE	4	Annual	Property & Cas
	Introduction to Homeowners	965828PC	8	Annual	Property & Cas
	Introduction to Homeowners Endorsement	965826PC	5	Annual	Property & Cas
	Introduction to Personal Auto Coverage	965831PC	8	Annual	Property & Cas
	Introduction to Personal Umbrella Coverage	965829PC	6	Annual	Property & Cas
	Workers Compensation Explained	965852PC	8	Annual	Property & Cas
	A Closer Look at Life Settlements	976756 LHV	5	Annual	Life & Health
	A Detailed Introduction to Life Settlements	976675 LHV	8	Annual	Life & Health
	Monitoring & Regulating Life Settlements	976757 LHV	5	Annual	Life & Health
	Present & Future Considerations of Life Settlements	976804 LHV	6	Annual	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
S10060	The Annuity Handbook 4th Edition	C59018	12	6/30/2012	Annuities
	Ethics & Customer Service 2nd Edition	C61133	4	6/30/2012	Ethics
	Ethics & The Sale 2nd Edition	C61132	3	6/30/2012	Ethics
	Financial Planning for the Older Client 6th Edition	C63187	12	6/30/2012	Life, Health
	Group Benefits Disability Specialist	C00803	19	6/30/2012	Life, Health
	How to Plan for Baby Boomers 2nd Edition	C78039	12	6/30/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	C65615	12	6/30/2012	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	C79184	12	6/30/2012	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	C68181	12	6/30/2012	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 12th Edition				
	The Tools & Techniques of Estate Planning 14th Edition	C64270	12	6/30/2012	Life, Health
	The Tools & Techniques of Estate Planning 15th Edition				
	The Tools & Techniques of Financial Planning 9th Edition	C04290	12	6/30/2012	Life, Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	12	6/30/2012	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	C01050	12	6/30/2012	Life, Health
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	C60406	12	6/30/2012	Life, Variable Product
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	C59592	9	6/30/2012	P&C
	Business Auto Policy Coverage Guide 3rd Edition	C09704	10	6/30/2012	P&C
	Business Interruption Book 1st Edition	C66636	19	6/30/2012	P&C
	Businessowners Policy Coverage Guide 3rd Edition	C63281	12	6/30/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	C08134	12	6/30/2012	P&C
	Commercial General Liability 8th Edition	C59580	15	6/30/2012	P&C
	Commercial Property Coverage Guide 3rd Edition	C65439	12	6/30/2012	Property
	Commercial Property Coverage Guide 4th Edition	C06310	12	6/30/2012	P&C
	Condominium Insurance Coverage Guide - 1st Edition	C96507	6	6/30/2012	P&C
	D&O Liability: Exposure, Risk Mgt & Insurance Company	C05334	6	6/30/2012	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	C79185	12	6/30/2012	P&C
	Homeowners Coverage Guide 4th Edition	C96888	12	6/30/2012	P&C
	Insuring to Value 2nd Edition	C67725	8	6/30/2012	P&C
	Personal Auto Coverage Guide 2nd Edition	C59579	12	6/30/2012	P&C
	Personal Umbrella Coverage Guide 1st Edition	C33174	8	6/30/2012	P&C
	Problem Issues in CGL 2nd Edition	C05813	12	6/30/2012	P&C
	Target Market Series: Contractors 1st Edition	C01663	9	6/30/2012	P&C
	Target Market Series: Truckers 1st Edition	C01664	9	6/30/2012	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	C67265	36	6/30/2012	P&C
	Winning By the Rules 2nd Edition	C01476	9	6/30/2012	P&C
	Winning By the Rules 2nd Edition	C04092	3	6/30/2012	Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities and Suitability Explained	C05565	4	6/30/2012	Life/Variable
	Case Studies in Ethics & Beneficiary Issues	C05333	4	6/30/2012	Ethics
	Distribution Planning	C47261	8	6/30/2012	Life & Health
	Equity Indexed Annuities Explained	C03988	4	6/30/2012	Life
	Estate Planning	C33479	7	6/30/2012	Life & Health
	Introduction to Annuities	C30797	11	6/30/2012	Life & Health
	Introduction to Financial Planning for Seniors	C46585	12	6/30/2012	Life
	Introduction to Life Insurance	C32387	6	6/30/2012	Life & Health
	Introduction to Long Term Care	C63786	12	6/30/2012	Life & Health
	Introduction to Medicare	C43342	4	6/30/2012	Life & Health
	Introduction to Universal Life	C02388	3	6/30/2012	Life/Variable
	Introduction to Variable Annuities	C46590	4	6/30/2012	Life/Variable
	Introduction to Variable Life Insurance	C56557	10	6/30/2012	Life/Variable
	Life Insurance Planning	C63787	6	6/30/2012	Life & Health
	Nonqualified Deferred Compensation Plans Explained	C06195	2	6/30/2012	Life & Health
	403 (b) Plans Explained	C06196	1	6/30/2012	Life & Health
	Ethics in Insurance: Past and Present	C39456	5	6/30/2012	Ethics
	Business Auto Policy Explained	C46567	12	6/30/2012	Property & Cas
	Businessowners Policy Explained	C03822	6	6/30/2012	Property & Cas
	CGL Explained	C03927	12	6/30/2012	Property & Cas
	Commercial Property Policy Explained	C69185	6	6/30/2012	Property & Cas
	Commercial Umbrella Explained	C66637	6	6/30/2012	Property & Cas
	COPE Explained	C42589	6	6/30/2012	Property & Cas
	Insurance Principles	C33746	5	6/30/2012	Property & Cas
	Introduction to Homeowners	C31529	12	6/30/2012	Property & Cas
	Introduction to Homeowners Endorsement	C46586	2	6/30/2012	Property & Cas
	Introduction to Personal Auto Coverage	C46588	12	6/30/2012	Property & Cas
	Introduction to Personal Umbrella Coverage	C46589	8	6/30/2012	Property & Cas
	Workers Compensation Explained	C46608	3	6/30/2012	Property & Cas
	A Closer Look at Life Settlements	C03352	5	6/30/2012	Life & Health
	A Detailed Introduction to Life Settlements	C03263	8	6/30/2012	Life & Health
	Monitoring & Regulating Life Settlements	C03480	5	6/30/2012	Life & Health
	Present & Future Considerations of Life Settlements	C03577	6	6/30/2012	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
9173	The Annuity Handbook	12525	8	8/8/2014	Life, Health, Accident
	Ethics & Customer Service 2nd Edition	18952	4	6/14/2013	L&H, Accident and PC
	Ethics & The Sale 2nd Edition	18951	3	6/14/2013	L&H, Accident
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	16431	8	10/4/2014	Life, Health, Accident
	How to Plan for Baby Boomers 2nd Edition	15780	8	4/24/2014	Life, Accident & Health
	Ultimate IRA Resource 3rd Edition	13817	8	1/19/2013	Life, Health, Accident
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	13675	8	8/19/2012	LHA
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	15783	8	4/24/2014	Life, Accident & Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	20418	10	6/5/2014	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	13422	12	8/19/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	20576	12	7/21/2014	P&C
	Commercial General Liability 8th Edition	12600	12	8/8/2014	Accident, P&C, L&H
	Commercial Property Coverage Guide 3rd Edition	13845	12	1/19/2013	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	12599	12	8/8/2014	Life/Accident & Health, P&C
	Personal Umbrella Coverage Guide 1st Edition	6553	11	5/27/2013	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	18944	4	6/14/2013	Life, Accident & Health
	Case Studies in Ethics & Beneficiary Issues	18676	4	4/6/2013	Life, Health & Accident, Ethics
	Distribution Planning	19487	8	9/16/2013	Life & Health
	Equity Indexed Annuities Explained	18436	4	2/26/2013	Life, Health & Accident
	Estate Planning	19488	9	9/16/2013	Life & Health
	Introduction to Annuities	19698	11	11/9/2013	Life, Health & Accident
	Introduction to Financial Planning for Seniors	19489	17	9/16/2013	Life & Health
	Introduction to Life Insurance	14000	6	1/19/2013	Life & Health
	Introduction to Long Term Care	19490	18	9/16/2013	Life, Health & Accident
	Introduction to Medicare	19699	4	11/9/2013	Life, Health & Accident
	Introduction to Universal Life	17196	3	4/28/2012	Life, Health & Accident
	Introduction to Variable Annuities	19491	12	9/16/2013	Life & Health
	Introduction to Variable Life Insurance	19492	13	9/16/2013	Life & Health
	Life Insurance Planning	19493	8	9/16/2013	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	19132	2	7/20/2013	Life, Health & Accident
	403 (b) Plans Explained	19131	1	7/20/2013	Life, Health & Accident
	Ethics in Insurance: Past and Present	14544	7	7/21/2013	Life, Health & Accident
	Business Auto Policy Explained	14543	12	5/23/2013	Property & Cas
	Businessowners Policy Explained	19782	6	12/1/2013	Property & Cas
	CGL Explained	19494	19	9/16/2013	Property & Cas
	Commercial Property Policy Explained	19495	8	9/16/2013	Property & Cas
	Commercial Umbrella Explained	19781	6	12/1/2013	Property & Cas
	COPE Explained	14538	6	5/23/2013	Property & Cas
	Insurance Principles	14537	8	7/21/2013	Life, Health & Accident
	Introduction to Homeowners	14540	12	5/27/2013	Property & Cas
	Introduction to Homeowners Endorsements	19496	7	9/16/2013	Property & Cas
	Introduction to Personal Auto Coverage	14541	12	5/23/2013	Property & Cas
	Introduction to Personal Umbrella Coverage	14539	8	5/23/2013	Property & Cas
	Workers Compensation Explained	14542	9	5/23/2013	Property & Cas
	A Closer Look at Life Settlements	17610	5	8/26/2012	LHA
	A Detailed Introduction to Life Settlements	none			
	Monitoring & Regulating Life Settlements	17611	5	8/26/2012	LHA
	Present & Future Considerations of Life Settlements	17664	6	8/28/2012	LHA

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
177	The Annuity Handbook 4th Edition	ME12411	18	NONE	Life, Health
	Ethics & Customer Service 2nd Edition	ME12919	8	NONE	L&H, Ethics
	Ethics & The Sale 2nd Edition	ME12924	8	NONE	Life, Health
	Financial Planning for the Older Client 6th Edition	ME 13421	30	NONE	Life, Health
	Group Benefits Disability Specialist	ME15670	24	NONE	
	How to Plan for Baby Boomers 2nd Edition	ME15179	12	NONE	Life, Health
	Ultimate IRA Resource 3rd Edition	ME13768	30	NONE	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	NONE	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	NONE	none
	The Tools & Techniques of Estate Planning 14th Edition	ME 13600	30	NONE	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	NONE	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	ME15183	33	NONE	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	NONE	none
	The Ultimate Trust Resource 2nd Edition	ME10841	20	NONE	Life, Health
	The Variable Annuity Handbook 2nd Edition	ME12781	21	NONE	Life, Health
	Working with LLCs & FLPs 2nd Edition	ME8803	20	NONE	Life, Health
	Working with S Corporations 3rd Edition	ME5036	20	NONE	Life, Health
	Business Auto Coverage Guide 2nd Edition	ME12542	11	NONE	P&C
	Business Auto Policy Coverage Guide 3rd Edition	ME20290	10	NONE	P&C
	Business Interruption Book 1st Edition	ME 14092	26	NONE	P&C
	Businessowners Policy Coverage Guide 3rd Edition	ME 13397	22	NONE	P&C
	Businessowners Policy Coverage Guide 4th Edition	ME20144	12	NONE	P&C
	Commercial General Liability 8th Edition	ME12457	15	NONE	P&C
	Commercial Property Coverage Guide 3rd Edition	ME13832	28	NONE	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	NONE	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	NONE	none
	E-coverage Guide 1st Edition	ME8625	24	NONE	P&C
	Employment Practices Liability 1st Edition	ME6603	6	NONE	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	NONE	none
	Homeowners Coverage Guide 4th Edition	none	none	NONE	none
	Insuring to Value 2nd Edition	ME 14401	6	NONE	P&C
	Personal Auto Coverage Guide 2nd Edition	ME12468	15	NONE	P&C
	Personal Umbrella Coverage Guide 1st Edition	ME8553	11	NONE	P&C
	Problem Issues in CGL 1st Edition	none	none	NONE	none
	Target Market Series: Contractors 1st Edition	none	none	NONE	none
	Target Market Series: Truckers 1st Edition	none	none	NONE	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	NONE	none
	Winning By the Rules 2nd Edition	ME16494	3(E)10(P&C)	NONE	3 Ethics/10 P&C
	Workers Compensation Guide 1st Edition	ME8717	17	NONE	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	ME17262	4	NONE	Life, Variable Life & Annuity
	Case Studies in Ethics & Beneficiary Issues	ME17227	4	NONE	Ethics
	Distribution Planning	ME11051	4	NONE	Life
	Equity Indexed Annuities Explained	ME16536	4	NONE	General
	Estate Planning	ME8626	9	NONE	Life & Health
	Introduction to Annuities	ME7994	14	NONE	Life
	Introduction to Financial Planning for Seniors	ME8623	17	NONE	Life & Health
	Introduction to Life Insurance	ME8334	9	NONE	Life
	Introduction to Long Term Care	ME8337	18	NONE	Life
	Introduction to Medicare	ME17669	4	NONE	Life & Health
	Introduction to Universal Life	ME16142	3	NONE	Life & Health
	Introduction to Variable Annuities	ME8296	12	NONE	Life
	Introduction to Variable Life Insurance	ME8335	13	NONE	Life
	Life Insurance Planning	ME8858	8	NONE	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	ME17404	2	NONE	Life & Health
	403 (b) Plans Explained	ME17389	1	NONE	Life & Health
	Ethics in Insurance: Past and Present	ME15742	5	NONE	Ethics
	Business Auto Policy Explained	ME17735	12	NONE	Property & Cas
	Businessowners Policy Explained	ME17726	6	NONE	Property & Cas
	CGL Explained	ME9169	19	NONE	Property & Cas
	Commercial Property Policy Explained	ME9359	8	NONE	Property & Cas
	Commercial Umbrella Explained	ME14085	20	NONE	General
	COPE Explained	ME17730	6	NONE	Property & Cas
	Insurance Principles	ME8718	8	NONE	Property & Cas
	Introduction to Homeowners	ME8201	12	NONE	Property & Cas
	Introduction to Homeowners Endorsement	ME7737	7	NONE	Property & Cas
	Introduction to Personal Auto Coverage	ME8295	13	NONE	Property & Cas
	Introduction to Personal Umbrella Coverage	ME8266	4	NONE	Property & Cas
	Workers Compensation Explained	NONE	N/A	NONE	N/A
	A Closer Look at Life Settlements	ME16379	5	NONE	Life & Health
	A Detailed Introduction to Life Settlements	ME16246	7	NONE	Life & Health
	Monitoring & Regulating Life Settlements	ME16361	5	NONE	Life & Health
	Present & Future Considerations of Life Settlements	ME16378	6	NONE	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
S10060	The Annuity Handbook 4th Edition	C59018	14	12/31/2013	Life, Health
	Ethics & Customer Service 2nd Edition	C04710	3	12/31/2013	Ethics
	Ethics & The Sale 2nd Edition	C04711	3	12/31/2013	Ethics
	Financial Planning for the Older Client 6th Edition	C28100	16	12/31/2013	Life, Health
	Group Benefits Disability Specialist	C00803	16	12/31/2013	Life, Health
	How to Plan for Baby Boomers 2nd Edition	C78039	12	12/31/2011	Life, Health
	Ultimate IRA Resource 3rd Edition	C65615	16	12/31/2013	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	C79184	16	12/31/2013	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	C03393	16	12/31/2013	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	C64270	16	12/31/2013	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	C04290	21	12/31/2013	Life/Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	16	12/31/2013	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	C01050	16	12/31/2013	Life, Health
	The Ultimate Trust Resource 2nd Edition	C44372	16	12/31/2013	Life, Health
	The Variable Annuity Handbook 2nd Edition	C60406	15	12/31/2013	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	C95777	10	12/31/2013	P&C
	Business Interruption Book 1st Edition	C66636	16	12/31/2013	P&C
	Businessowners Policy Coverage Guide 4th Edition	C09703	12	12/31/2013	P&C
	Commercial General Liability 8th Edition	C59580	16	12/31/2013	P&C
	Commercial Property Coverage Guide 4th Edition	C06310	12	12/31/2013	P&C
	Condominium Insurance Coverage Guide 1st Ed	C96507	6	12/31/2013	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	C05334	6	12/31/2013	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	C79185	16	12/31/2013	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	C67725	8	12/31/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	C59579	15	12/31/2013	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	C01663	9	12/31/2013	P&C
	Target Market Series: Truckers 1st Edition	C01664	9	12/31/2013	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	C49876	16	12/31/2013	P&C
	Winning By the Rules 2nd Edition	C01476	9	12/31/2013	P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	C05565	4	12/31/2013	Life/Health
	Case Studies in Ethics & Beneficiary Issues	C05333	3	12/31/2013	Ethics
	Distribution Planning	C47261	8	12/31/2013	Life/Health
	Equity Indexed Annuities Explained	C03988	4	12/31/2013	Life/Health
	Estate Planning	C46577	8	12/31/2013	Life/Health
	Introduction to Annuities	C30797	14	12/31/2013	Life/Health
	Introduction to Financial Planning for Seniors	C46585	16	12/31/2013	Life/Health
	Introduction to Life Insurance	C09028	6	12/31/2013	Life/Health
	Introduction to Long Term Care	C46587	16	12/31/2013	Life/Health
	Introduction to Medicare	C09027	4	12/31/2013	Life/Health
	Introduction to Universal Life	C02388	3	12/31/2013	Life/Health
	Introduction to Variable Annuities	C09044	10	12/31/2013	Life/Health
	Introduction to Variable Life Insurance	C56557	10	12/31/2011	Life/Health
	Life Insurance Planning	C34150	8	12/31/2013	Life/Health
	Non-Qualified Deferred Compensation Plans Explained	C06195	2	12/31/2013	Life/Health
	403 (b) Plans Explained	C06196	1	12/31/2013	Life/Health
	Ethics in Insurance: Past and Present	C04711	3	12/31/2013	Ethics
	Business Auto Policy Explained	C07903	12	12/31/2013	Property & Cas
	Businessowners Policy Explained	C07904	6	12/31/2013	Property & Cas
	CGL Explained	C49755	16	12/31/2013	Property & Cas
	Commercial Property Policy Explained	C07900	6	12/31/2013	Property & Cas
	Commercial Umbrella Explained	C66637	6	12/31/2013	Property & Cas
	COPE Explained	C08832	6	12/31/2013	Property & Cas
	Insurance Principles	C33746	8	12/31/2013	Property & Cas
	Introduction to Homeowners	C31529	16	12/31/2013	Property & Cas
	Introduction to Homeowners Endorsement	C30556	7	12/31/2013	Property & Cas
	Introduction to Personal Auto Coverage	C46588	13	12/31/2013	Property & Cas
	Introduction to Personal Umbrella Coverage	C08850	8	12/31/2013	Property & Cas
	Workers Compensation Explained	C05975	3	12/31/2013	Property & Cas
	A Closer Look at Life Settlements	C03352	5	12/31/2011	Life/Health
	A Detailed Introduction to Life Settlements	C03263	8	12/31/2011	Life/Health
	Monitoring & Regulating Life Settlements	C03480	5	12/31/2013	Life/Health
	Present & Future Considerations of Life Settlements	C03577	6	12/31/2013	Life/Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
S10060	The Annuity Handbook 4th Edition	C59018	11	7/10/2013	General
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	C28100	18	1/31/2014	General
	Group Benefits Disability Specialist	C00803	16	11/5/2012	General
	How to Plan for Baby Boomers 2nd Edition	C78039	10	5/11/2012	General
	Ultimate IRA Resource 3rd Edition	C65615	22	11/16/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	C79184	22	8/11/2012	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	C03393	30	8/12/2013	General
	The Tools & Techniques of Estate Planning 14th Edition	C64270	49	8/29/2012	General
	The Tools & Techniques of Financial Planning 9th Edition	C04290	39	12/2/2013	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	33	5/11/2012	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	C01050	23	11/18/2012	General
	The Ultimate Trust Resource 2nd Edition	C47262	14	9/30/2013	General
	The Variable Annuity Handbook 2nd Edition	C60406	13	11/9/2013	General
	Working with LLCs & FLPs 2nd Edition	C46610	6	4/30/2013	General
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	C09704	8	3/8/2013	General
	Business Interruption Book 1st Edition	C66636	16	3/4/2013	General
	Businessowners Policy Coverage Guide 3rd Edition	C63281	15	8/10/2012	General
	Businessowners Policy Coverage Guide 4th Edition	C08134	14	9/29/2012	General
	Commercial General Liability 8th Edition	C59580	15	9/5/2013	General
	Commercial Property Coverage Guide 4th Edition	C06310	16	7/8/2012	General
	Condominium Insurance Coverage Guide 1st Edition	C96507	5	9/18/2013	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	C05334	5	3/28/2014	General
	E-coverage Guide 1st Edition	C46612	4	2/28/2013	General
	Employment Practices Liability 1st Edition	C46576	4	2/28/2014	General
	Homeowners Coverage Guide 3rd Edition	C79185	16	8/11/2012	General
	Homeowners Coverage Guide 4th Edition	C96888	17	10/10/2013	General
	Insuring to Value 2nd Edition	C67725	7	6/19/2013	General
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	C46595	6	1/31/2013	General
	Problem Issues CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	C01663	9	3/1/2013	General
	Target Market Series: Truckers 1st Edition	C01664	9	3/1/2013	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	C46605	26	4/30/2013	General
	Winning By the Rules 2nd Edition	C01476	9	3/1/2013	General
	Workers Compensation Guide 1st Edition	C46609	4	2/28/2013	General
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	C05565	4	5/25/2012	General
	Case Studies in Ethics & Beneficiary Issues	C05333	4	4/6/2012	General
	Distribution Planning	C47261	3	9/30/2013	General
	Equity Indexed Annuities Explained	C03988	4	11/3/2013	General
	Estate Planning	C46577	2	2/28/2013	General
	Introduction to Annuities	NONE	N/A	N/A	N/A
	Introduction to Financial Planning for Seniors	C46585	2	2/28/2013	General
	Introduction to Life Insurance	NONE	N/A	N/A	N/A
	Introduction to Long Term Care	C46587	3	11/30/2012	General
	Introduction to Medicare	C43342	4	3/31/2013	General
	Introduction to Universal Life	C02388	3	5/12/2013	General
	Introduction to Variable Annuities	C46590	4	11/30/2012	General
	Introduction to Variable Life Insurance	C46591	3	11/30/2012	General
	Life Insurance Planning	C34150	3	5/31/2013	General
	Non-Qualified Deferred Compensation Plans Explained	C06195	2	7/21/2012	General
	403 (b) Plans Explained	pending	pending	pending	pending
	Ethics in Insurance: Past and Present	C01183	4	5/12/2013	General
	Business Auto Policy Explained	C46567	6	1/31/2014	General
	Businessowners Policy Explained	C03822	5	12/29/2012	General
	CGL Explained	C46569	10	9/30/2013	General
	Commercial Property Policy Explained	C03929	5	12/29/2012	General
	Commercial Umbrella Explained	C66637	5	3/6/2013	General
	COPE Explained	C08832	3	12/29/2012	General
	Insurance Principles	C08833	5	12/29/2012	General
	Introduction to Homeowners	C02235	9	3/23/2013	General
	Introduction to Homeowners Endorsement	C46586	2	6/30/2012	General
	Introduction to Personal Auto Coverage	C46588	4	11/30/2012	General
	Introduction to Personal Umbrella Coverage	C02262	5	3/26/2013	General
	Workers Compensation Explained	C46608	3	6/30/2012	General
	A Closer Look at Life Settlements	C03352	4	8/9/2013	General
	A Detailed Introduction to Life Settlements	C03263	7	7/19/2013	General
	Monitoring & Regulating Life Settlements	C03480	5	8/9/2013	General
	Present & Future Considerations of Life Settlements	C03577	6	8/11/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
0179	The Annuity Handbook 4th Edition	57619	14	8/8/2013	Life, Health
	Ethics & Customer Service 2nd Edition	55416	4	9/27/2012	Ethics
	Ethics & The Sale 2nd Edition	55415	3	9/27/2012	Life, Ethics(3)
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	55724	19	11/22/2012	Accident & Health
	How to Plan for Baby Boomers 2nd Edition	54586	12	5/5/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	55726	30	11/22/2012	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	54584	12	5/5/2012	Life & Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	57620	30	8/8/2013	Life and Accident & Health
	The Tools & Techniques of Estate Planning 14th Edition	55417	30	9/27/2012	Life/Health
	The Tools & Techniques of Financial Planning 9th Edition	58457	39	12/2/2013	Life
	The Tools & Techniques of Life Insurance Planning 4th Edition	54587	12	5/5/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	55874	30	12/17/2012	Life, Health
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	57185	10	6/15/2013	P&C
	Business Interruption Book 1st Edition	56508	19	3/8/2013	P&C
	Businessowners Policy Coverage Guide 4th Edition	56549	12	3/8/2013	P&C
	Commercial General Liability 8th Edition	57615	18	8/8/2013	P&C
	Commercial Property Coverage Guide 4th Edition	54948	12	7/22/2012	Property/Casualty
	Condominium Insurance Coverage Guide 1st Edition	58305	6	11/23/2013	Property/Casualty
	D&O Liability: Exposure, Risk Management & Insurance Coverage	54412	6	3/29/2012	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	54585	12	5/5/2012	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	57184	10	6/15/2013	Property/Casualty
	Personal Auto Coverage Guide 2nd Edition	57617	21	8/8/2013	P&C
	Personal Umbrella Coverage Guide 1st Edition	57183	9	6/15/2013	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	56505	9	3/8/2013	P&C
	Target Market Series: Truckers 1st Edition	56506	9	3/8/2013	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	56510	30	3/8/2013	P&C
	Winning By the Rules 2nd Edition	58093	9	9/29/2013	3 Ethics/6 P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	54681	4	5/27/2012	Life/Health
	Case Studies in Ethics & Beneficiary Issues	54448	4	4/7/2012	Ethics
	Distribution Planning	57385	8	7/17/2013	Life/Health
	Equity Indexed Annuities Explained	58235	4	11/2/2013	Life/Health
	Estate Planning	57388	7	7/17/2013	Life
	Introduction to Annuities	57384	11	7/17/2013	Life
	Introduction to Financial Planning for Seniors	55772	12	12/3/2012	Life/Health
	Introduction to Life Insurance	57386	6	7/17/2013	Life/Health
	Introduction to Long Term Care	57387	12	7/17/2013	Life/Health
	Introduction to Medicare	57382	4	7/17/2013	Life/Health
	Introduction to Universal Life	56986	3	5/13/2013	Life & Health
	Introduction to Variable Annuities	55770	4	12/3/2012	Life/Health
	Introduction to Variable Life Insurance	55725	10	11/22/2012	Life & Health
	Life Insurance Planning	55771	6	12/3/2012	Life/Health
	Non-Qualified Deferred Compensation Plans Explained	55015	2	7/22/2012	Life/Health
	403 (b) Plans Explained	55016	1	7/22/2012	Life/Health
	Ethics in Insurance: Past and Present	55875	5	12/17/2012	Ethics
	Business Auto Policy Explained	57393	12	7/17/2013	Property & Cas
	Businessowners Policy Explained	57886	6	9/15/2013	Property & Cas
	CGL Explained	57616	16	8/8/2013	Property & Cas
	Commercial Property Policy Explained	57595	6	8/3/2013	Property & Cas
	Commercial Umbrella Explained	56511	8	3/8/2013	Property & Cas
	COPE Explained	56507	6	3/8/2013	Property & Cas
	Insurance Principles	55834	5	12/17/2012	Property & Cas
	Introduction to Homeowners	57618	13	8/8/2013	Property & Cas
	Introduction to Homeowners Endorsement	55835	7	12/17/2012	Property & Cas
	Introduction to Personal Auto Coverage	55836	12	12/17/2012	Property & Cas
	Introduction to Personal Umbrella Coverage	55837	8	12/17/2012	Property & Cas
	Workers Compensation Explained	54498	9	4/29/2012	Property & Cas
	A Closer Look at Life Settlements	57679	5	8/8/2013	Life & Health
	A Detailed Introduction to Life Settlements	57389	7	7/27/2013	Life/Health
	Monitoring & Regulating Life Settlements	57678	5	8/8/2013	Life & Health
	Present & Future Considerations of Life Settlements	58094	6	9/29/2013	Life & Health

<u>PROV. NO.</u>	<u>APPROVED COURSE (as filed with state)</u>	<u>COURSE NO.</u>	<u>CREDITS</u>	<u>EXP. DATE</u>	<u>Credit Category</u>
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
9074	Group Benefits Disability Specialist	1000840	15	11/30/2012	General - Distance Learning
	Business Auto Coverage Guide	995122	13	4/30/2013	General - Distance Learning
	Business Auto Policy Coverage Guide 3rd Edition	1008671	10	6/30/2013	General - Distance Learning
	Commercial General Liability 8th Edition	997165	19	8/31/2013	General - Distance Learning
	Commercial Property Coverage Guide 3rd Edition	999554	16	5/31/2012	General - Distance Learning
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Insurance Principles	none	none	none	none
	Insuring to Value	none	none	none	none
	Personal Auto Coverage Guide	995125	15	4/30/2013	General - Distance Learning
	Personal Umbrella Coverage Guide	999555	5	5/31/2012	General - Distance Learning
	Workers Compensation Guide	995124	17	4/30/2013	General - Distance Learning
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities and Suitability Explained	1005193	4	6/30/2012	General - Distance Learning

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
10000796	The Annuity Handbook 4th Edition	3161	12	9/30/2013	Life/Accident, Health
	Ethics & Customer Service 2nd Edition	7467	7	9/30/2013	Life/Accident, Health
	Ethics & The Sale 2nd Edition	2493	8	3/31/2012	Life, Health
	Financial Planning for the Older Client 6th Edition	5011	12	6/30/2012	L&H, Annuities, Variable Product, Accident
	Group Benefits Disability Specialist	7526	12	10/31/2013	Life, Accident & Health
	How to Plan for Baby Boomers 2nd Edition	7019	12	5/31/2013	Life/Accident, Health
	Ultimate IRA Resource 3rd Edition	5453	12	12/31/2013	Annuities, Variable Product, Life/Accident & Health
	The Tools & Techniques of Charitable Planning 2nd Edition	7281	12	7/31/2013	Life, Health, Accident
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	8346	12	8/31/2012	Life, Accident & Health
	The Tools & Techniques of Estate Planning 14th Edition	5214	12	8/31/2012	L&H, Annuities, Variable Product, Accident
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	7017	12	5/31/2013	Life/Accident, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	1366	12	8/31/2012	P&C
	The Variable Annuity Handbook 2nd Edition	4346	12	12/31/2013	L&H, Annuities, Variable Product, Accident
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	2518	12	9/30/2012	Life, Health
	Business Auto Policy Coverage Guide 3rd Edition	10460	10	5/31/2013	P&C
	Business Interruption Book 1st Edition	5692	12	2/28/2014	P&C
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	10136	12	2/28/2013	P&C
	Commercial General Liability 8th Edition	2813	12	8/31/2013	P&C
	Commercial Property Coverage Guide 3rd Edition	5441	12	11/2/2012	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	7280	12	7/31/2013	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	6071	7	6/30/2012	P&C
	Personal Auto Coverage Guide 2nd Edition	2811	12	8/31/2013	P&C
	Personal Umbrella Coverage Guide 1st Edition	2356	11	1/31/2014	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	1367	12	3/31/2012	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	9218	4	5/31/2012	Life Accident & Health
	Case Studies in Ethics & Beneficiary Issues	9126	4	4/30/2012	Ethics
	Distribution Planning	2489	8	11/30/2012	Life Accident & Health
	Equity Indexed Annuities Explained	8608	4	11/30/2013	Life Accident & Health
	Estate Planning	2491	9	1/31/2014	Life & Health
	Introduction to Annuities	2485	12	6/30/2012	Life & Health
	Introduction to Financial Planning for Seniors	2494	12	1/31/2014	Life & Health
	Introduction to Life Insurance	2500	9	9/30/2012	Life & Health
	Introduction to Long Term Care	2501	12	9/30/2012	Life & Health
	Introduction to Medicare	9861	4	12/31/2012	Life, Accident & Health
	Introduction to Universal Life	8114	3	4/30/2012	Life, Accident & Health
	Introduction to Variable Annuities	2502	12	9/30/2012	Life & Health
	Introduction to Variable Life Insurance	2503	12	9/30/2012	Life & Health
	Life Insurance Planning	9868	6	1/31/2013	Life, Accident & Health
	Non-Qualified Deferred Compensation Plans Explained	9472	2	7/31/2012	Life, Accident & Health
	403 (b) Plans Explained	9471	1	7/31/2012	Life, Accident & Health
	Ethics in Insurance: Past and Present	8107	5	4/30/2012	Property & Cas
	Business Auto Policy Explained	9776	12	11/30/2012	Property & Cas
	Businessowners Policy Explained	9782	6	11/30/2012	Property & Cas
	CGL Explained	1351	12	9/30/2012	Property & Cas
	Commercial Property Policy Explained	1378	8	9/30/2012	Property & Cas
	Commercial Property Policy Explained	1457	8	9/30/2012	Adjuster
	Commercial Umbrella Explained	5693	12	2/28/2014	Property & Cas
	COPE Explained	2355	6	4/30/2012	Property & Cas
	Insurance Principles	NONE	N/A	N/A	N/A
	Introduction to Homeowners	1361	12	9/30/2012	Property & Cas
	Introduction to Homeowners Endorsement	9799	7	11/30/2012	Property & Cas
	Introduction to Personal Auto Coverage	1362	12	9/30/2012	Property & Cas
	Introduction to Personal Umbrella Coverage	1363	8	9/30/2012	Property & Cas
	Workers Compensation Explained	9785	9	11/30/2012	Property & Cas
	A Closer Look at Life Settlements	8342	5	8/31/2012	Life, Accident & Health
	A Detailed Introduction to Life Settlements	8260	7	7/31/2012	Life, Accident & Health
	Monitoring & Regulating Life Settlements	8344	5	8/31/2012	Life, Accident & Health
	Present & Future Considerations of Life Settlements	8347	6	8/31/2012	Life, Accident & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
1241167	The Annuity Handbook 4th Edition	LH050738	16	7/1/2012	Life, Health
	Ethics & Customer Service 2nd Edition	60156	7	2/1/2012	L&H, Ethics
	Ethics & The Sale 2nd Edition	60157	6	2/1/2012	L&H, Ethics
	Financial Planning for the Older Client 6th Edition	LH060684	16	6/1/2012	Life, Health
	Group Benefits Disability Specialist	LH00081846	16	10/1/2012	Life & Health
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	61206	16	11/1/2012	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	LH00060876	16	8/1/2012	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	LH09001496	16	11/1/2012	Life, Health
	The Tools & Techniques of Life Insurance Planning 4th Edition	1000050	16	5/1/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	LH00030848	16	8/1/2012	Life, Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	LH00989721	16	10/1/2012	Life, Health
	Business Auto Policy Coverage Guide 3rd Edition	PC11000575	10	5/1/2012	P&C
	Business Interruption Book 1st Edition	PC070170	16	2/1/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	PC11000321	12	3/1/2012	P&C
	Commercial General Liability 8th Edition	PC00050863	16	8/1/2012	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	PC990315	9	3/1/2012	P&C
	Homeowners Coverage Guide 3rd Edition	81364	16	7/1/2012	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	00070632	7	6/1/2012	P&C
	Personal Auto Coverage Guide 2nd Edition	PC00050862	16	8/1/2012	P&C
	Personal Umbrella Coverage Guide 1st Edition	PC00010093	11	1/1/2013	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	GC030344	16	3/1/2012	P&C
	Winning By the Rules 2nd Edition	EL 09001178	4	9/1/2012	Ethics/Suitability, MO Law & Dut.
	Workers Compensation Guide 1st Edition	10233	16	2/1/2012	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	10000558	4	5/1/2012	Life & Health
	Case Studies in Ethics & Beneficiary Issues	EL10000416	4	4/1/2012	Ethics/Suitability, MO Law & Dut.
	Distribution Planning	LH031152	3	12/1/2012	Life & Health
	Equity Indexed Annuities Explained	LH09001379	4	10/1/2012	Life & Health
	Estate Planning	LH00010944	9	8/1/2012	Life & Health
	Introduction to Annuities	LH10001264	11	11/1/2012	Life & Health
	Introduction to Financial Planning for Seniors	LH00081771	10	10/1/2012	Life & Health
	Introduction to Life Insurance	LH001292	9	11/1/2012	Life & Health
	Introduction to Long Term Care	LH001301	16	11/1/2012	Life & Health
	Introduction to Medicare	LH10001263	4	11/1/2012	Life & Health
	Introduction to Universal Life	LH09000630	3	4/1/2012	Life & Health
	Introduction to Variable Annuities	LH001177	12	10/1/2012	Life & Health
	Introduction to Variable Life Insurance	LH10001262	6	11/1/2012	Life & Health
	Life Insurance Planning	LH10001261	6	11/1/2012	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	LH10000796	2	7/1/2012	Life & Health
	403 (b) Plans Explained	LH10000795	1	7/1/2012	Life & Health
	Ethics in Insurance: Past and Present	EL 00081988	5	11/1/2012	Ethics
	Business Auto Policy Explained	PC10001339	12	12/1/2012	Property & Cas
	Businessowners Policy Explained	PC10001338	6	12/1/2012	Property & Cas
	CGL Explained	PC011202	16	10/1/2012	Property & Cas
	Commercial Property Policy Explained	PC061241	8	11/1/2012	Property & Cas
	Commercial Umbrella Explained	PC00070160	16	2/1/2012	Property & Cas
	COPE Explained	PC10001337	6	12/1/2012	Property & Cas
	Insurance Principles	PC061240	8	11/1/2012	Property & Cas
	Introduction to Homeowners	PC000922	16	8/1/2012	Property & Cas
	Introduction to Homeowners Endorsement	PC10001336	7	12/1/2012	Property & Cas
	Introduction to Personal Auto Coverage	PC10001335	12	12/1/2012	Property & Cas
	Introduction to Personal Umbrella Coverage	PC10001334	8	12/1/2012	Property & Cas
	Workers Compensation Explained	PC10001333	3	12/1/2012	Property & Cas
	A Closer Look at Life Settlements	LH09000965	3	7/1/2012	Life & Health
	A Detailed Introduction to Life Settlements	LH09000865	7	7/1/2012	Life & Health
	Monitoring & Regulating Life Settlements	LH09000966	5	7/1/2012	Life & Health
	Present & Future Considerations of Life Settlements	LH 09001021	6	8/1/2012	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	CREDIT CATEGORY
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	515-2000-076	15	10/31/2012	none
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	515-2000-128	10	6/10/2013	none
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	515-20000-126	12	3/17/2013	none
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	515-6000-103	4	9/15/2012	none
	Case Studies in Ethics & Beneficiary Issues	515-6400-095	4	4/13/2012	none
	Distribution Planning	515-6000-104	8	11/24/2012	none
	Equity Indexed Annuities Explained	515-6000-131	4	11/30/2013	none
	Estate Planning	515-6000-113	7	11/25/2012	none
	Introduction to Annuities	515-6000-105	11	11/24/2012	none
	Introduction to Financial Planning for Seniors	515-6000-106	12	11/24/2012	none
	Introduction to Life Insurance	515-6000-107	6	11/24/2012	none
	Introduction to Long Term Care	515-6000-108	12	11/24/2012	none
	Introduction to Medicare	515-6000-109	4	11/24/2012	none
	Introduction to Universal Life	515-6000-082	3	5/13/2013	none
	Introduction to Variable Annuities	515-6000-110	4	11/24/2012	none
	Introduction to Variable Life Insurance	515-6000-111	10	11/24/2012	none
	Life Insurance Planning	515-6000-112	6	11/24/2012	none
	Non-Qualified Deferred Compensation Plans Explained	515-6000-101	2	7/29/2012	none
	403 (b) Plans Explained	515-6000-102	1	7/29/2012	none
	Ethics in Insurance: Past and Present	515-6400-127	5	5/21/2013	none
	Business Auto Policy Explained	515-6000-114	12	12/16/2012	none
	Businessowners Policy Explained	515-6000-115	6	12/16/2012	none
	CGL Explained	515-6000-125	12	12/16/2012	none
	Commercial Property Policy Explained	515-6000-116	6	12/16/2012	none
	Commercial Umbrella Explained	515-6000-117	6	12/16/2012	none
	COPE Explained	515-6000-118	6	12/16/2012	none
	Insurance Principles	515-6000-119	5	12/16/2012	none
	Introduction to Homeowners	515-6000-120	12	12/16/2012	none
	Introduction to Homeowners Endorsement	515-6000-121	7	12/16/2012	none
	Introduction to Personal Auto Coverage	515-6000-122	12	12/16/2012	none
	Introduction to Personal Umbrella Coverage	515-6000-123	8	12/16/2012	none
	Workers Compensation Explained	515-6000-124	3	12/16/2012	none
	A Closer Look at Life Settlements	515-6000-090	4	8/11/2013	none
	A Detailed Introduction to Life Settlements	515-6000-088	5	7/8/2013	none
	Monitoring & Regulating Life Settlements	515-6000-089	2	8/11/2013	none
	Present & Future Considerations of Life Settlements	515-6000-091	3	8/21/2013	none

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
SS0249	The Annuity Handbook 4th Edition	SS13424	18	none	Life
	Ethics & Customer Service 2nd Edition	SS8428	8	none	Ethics
	Ethics & The Sale 2nd Edition	SS7569	8	none	Ethics
	Financial Planning for the Older Client 6th Edition	SS12284	21	none	Life
	Group Benefits Disability Specialist	SS16340	24	none	Life, Health
	How to Plan for Baby Boomers 2nd Edition	13871	12	none	Life, Health
	Ultimate IRA Resource 3rd Edition	SS12215	21	none	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	SS12833	21	none	Life, Ethics(3)
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	13872	40	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	SS11777	21	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	SS6283	19	none	Life
	Working with S Corporations 3rd Edition	SS6301	24	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	SS7645	13	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	SS18560	10	none	P&C
	Business Interruption Book 1st Edition	SS15211	21	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	SS7149	21	none	P&C
	Commercial General Liability 8th Edition	SS5313	19	none	P&C
	Commercial Property Coverage Guide 3rd Edition	SS7056	21	none	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	SS18382	12	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	SS9499	12	none	P&C
	Employment Practices Liability 1st Edition	PUB-288-49	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	SS8176	21	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	SS9485	6	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	SS9553	10	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	SS17702	4	none	Life
	Case Studies in Ethics & Beneficiary Issues	SS17616	4	none	Ethics
	Distribution Planning	SS18107	8	none	Life
	Equity Indexed Annuities Explained	SS17216	4	none	Life
	Estate Planning	SS9544	5	none	Life
	Introduction to Annuities	IC8890	10	none	Life
	Introduction to Financial Planning for Seniors	IC9519	9	none	Life
	Introduction to Life Insurance	SS9334	9	none	Life
	Introduction to Long Term Care	SS93300	12	none	Health
	Introduction to Medicare	SS18109	4	none	Health
	Introduction to Universal Life	SS16774	3	none	Life
	Introduction to Variable Annuities	SS9297	12	none	Life
	Introduction to Variable Life Insurance	SS9353	6	none	Life
	Life Insurance Planning	SS9709	5	none	Life
	Non-Qualified Deferred Compensation Plans Explained	SS17820	2	none	Life & Health
	403 (b) Plans Explained	SS17821	1	none	Life & Health
	Ethics in Insurance: Past and Present	SS11349	5	none	Ethics
	Business Auto Policy Explained	SS18142	12	none	Property & Cas
	Businessowners Policy Explained	SS18143	6	none	Property & Cas
	CGL Explained	SS10106	19	none	Property & Cas
	Commercial Property Policy Explained	SS18144	6	none	Property & Cas
	Commercial Umbrella Explained	SS18145	6	none	Property & Cas
	COPE Explained	SS18146	6	none	Property & Cas
	Insurance Principles	SS9598	5	none	Property & Cas
	Introduction to Homeowners	SS9024	16	none	Property & Cas
	Introduction to Homeowners Endorsement	SS8858	7	none	Property & Cas
	Introduction to Personal Auto Coverage	SS9308	10	none	Property & Cas
	Introduction to Personal Umbrella Coverage	SS9249	8	none	Property & Cas
	Workers Compensation Explained	SS18147	9	none	Property & Cas
	A Closer Look at Life Settlements	SS17104	5	None	Life
	A Detailed Introduction to Life Settlements	SS16934	7	None	Life
	Monitoring & Regulating Life Settlements	SS17103	5	None	Life
	Present & Future Considerations of Life Settlements	SS17025	6	None	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
18470	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	11851	10	none	Life, Health
	Ethics & The Sale 2nd Edition	11850	8	none	Life, Health
	Financial Planning for the Older Client 6th Edition	12095	30	none	Life, Health
	Group Benefits Disability Specialist	14407	24	none	Life & Health
	How to Plan for Baby Boomers 2nd Edition	13871	12	none	Life, Health
	Ultimate IRA Resource 3rd Edition	12457	30	none	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	14785	26	none	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	15444	30	none	Life & Health
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	13872	40	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	7691	30	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	7715	21	none	Life, Annuities
	Working with LLCs & FLPs 2nd Edition	7677	20	none	Life, Health
	Working with S Corporations 3rd Edition	7630	20	none	Life, Annuities
	Business Auto Coverage Guide 2nd Edition	7713	11	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	16781	10	none	P&C
	Business Interruption Book 1st Edition	12699	26	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	12126	22	none	P&C
	Businessowners Policy Coverage Guide 4th Edition	16590	12	none	P&C
	Commercial General Liability 8th Edition	7714	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	12458	28	none	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	7672	24	none	P&C
	Employment Practices Liability 1st Edition	7651	7	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	13045	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	7712	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	7670	11	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	15521	13	none	Ethics, P&C
	Workers Compensation Guide 1st Edition	7675	17	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	15869	4	none	Life & Health
	Case Studies in Ethics & Beneficiary Issues	15812	4	none	Ethics
	Distribution Planning	7693	8	none	Life & Annuities
	Equity Indexed Annuities Explained	18470	4	none	Life
	Estate Planning	7673	9	none	Life & Annuities
	Introduction to Annuities	7661	14	none	Life & Annuities
	Introduction to Financial Planning for Seniors	7674	17	none	Life & Annuities
	Introduction to Life Insurance	7668	9	none	Life & Annuities
	Introduction to Long Term Care	7665	18	none	Health Only
	Introduction to Medicare	7690	4	none	Life & Health
	Introduction to Universal Life	14952	3	none	Life & Health
	Introduction to Variable Annuities	7666	12	none	Life & Annuities
	Introduction to Variable Life Insurance	7667	13	none	Life & Annuities
	Life Insurance Planning	7678	8	none	Life & Annuities
	Non-Qualified Deferred Compensation Plans Explained	16134	2	none	Life & Health
	403 (b) Plans Explained	16135	1	none	Life & Health
	Ethics in Insurance: Past and Present	14428	5	none	Ethics
	Business Auto Policy Explained	7685	17	none	Property & Cas
	Businessowners Policy Explained	16224	6	none	Property & Cas
	CGL Explained	7680	16	none	Property & Cas
	Commercial Property Policy Explained	7683	8	none	Property & Cas
	Commercial Umbrella Explained	12698	20	none	Property & Cas
	COPE Explained	7689	6	none	Property & Cas
	Insurance Principles	7676	8	none	Property & Cas
	Introduction to Homeowners	7662	16	none	Property & Cas
	Introduction to Homeowners Endorsement	7660	7	none	Property & Cas
	Introduction to Personal Auto Coverage	7664	13	none	Property & Cas
	Introduction to Personal Umbrella Coverage	7663	8	none	Property & Cas
	Workers Compensation Explained	7687	9	none	Property & Cas
	A Closer Look at Life Settlements	15442	5	none	Life & Health
	A Detailed Introduction to Life Settlements	15061	7	none	Life & Health
	Monitoring & Regulating Life Settlements	15443	5	none	Life & Health
	Present & Future Considerations of Life Settlements	15499	6	none	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
131	The Annuity Handbook 4th Edition	00021249	15	9/30/2013	General/Laws
	Ethics & Customer Service 2nd Edition	21924	8	9/30/2012	General (5), Ethics(3)
	Ethics & The Sale 2nd Edition	21923	7	9/30/2012	General (4), Ethics(3)
	Financial Planning for the Older Client 6th Edition	22490	25	9/30/2012	General
	Group Benefits Disability Specialist	466366	21	9/30/2012	General
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	23115	25	9/30/2013	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	467885	21	9/30/2013	General
	The Tools & Techniques of Estate Planning 14th Edition	22812	25	9/30/2012	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	467886	21	9/30/2013	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	00018754	25	9/30/2013	Life, Health
	The Variable Annuity Handbook 2nd Edition	22049	21	9/30/2012	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	13891	25	9/30/2013	Life, Health
	Business Auto Policy Coverage Guide 3rd Edition	470815	10	9/30/2013	General
	Business Interruption Book 1st Edition	23644	21	9/30/2013	General
	Businessowners Policy Coverage Guide 4th Edition	470366	12	9/30/2012	General
	Commercial General Liability 8th Edition	21369	16	9/30/2013	General
	Commercial General Liability 8th Edition	470998	15	9/30/2013	Multi-line Adjuster
	Commercial Property Coverage Guide 3rd Edition	00023147	25	9/30/2013	General
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	00021368	17.5	9/30/2013	General
	Personal Umbrella Coverage Guide 1st Edition	13850	11	9/30/2013	P&C
	Personal Umbrella Coverage Guide 1st Edition	10860 (Adj)	11	9/30/2013	Adjuster -P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	16673	16	9/30/2012	General
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	468894	4	9/30/2012	General
	Case Studies in Ethics & Beneficiary Issues	468771	4	9/30/2012	Ethics
	Distribution Planning	19041	6.5	9/30/2012	General
	Equity Indexed Annuities	468178	4	9/30/2013	General
	Estate Planning	13856	9	9/30/2013	General
	Introduction to Annuities	13905	14	9/30/2012	General
	Introduction to Financial Planning for Seniors	13855	17	9/30/2013	General
	Introduction to Life Insurance	13848	9	9/30/2013	General
	Introduction to Long Term Care	13847	18	9/30/2013	General
	Introduction to Medicare	470027	4	9/30/2012	General
	Introduction to Universal Life	467290	3	9/30/2013	General
	Introduction to Variable Annuities	470026	10	9/30/2012	General
	Introduction to Variable Life Insurance	470025	3	9/30/2012	General
	Life Insurance Planning	13857	8	9/30/2013	General
	Non-Qualified Deferred Compensation Plans Explained	469213	2	9/30/2012	General
	403 (b) Plans Explained	469214	1	9/30/2012	General
	Ethics in Insurance: Past and Present	467140	5	9/30/2012	Ethics
	Business Auto Policy Explained	469891	12	9/30/2012	General
	Businessowners Policy Explained	469892	6	9/30/2012	General
	CGL Explained	469894	12	9/30/2012	General
	Commercial Property Policy Explained	16700	8	9/30/2012	General
	Commercial Umbrella Explained	23645	20	9/30/2013	General
	COPE Explained	469893	6	9/30/2012	General
	Insurance Principles	469895	5	9/30/2012	General
	Introduction to Homeowners	13906	16	9/30/2012	General
	Introduction to Homeowners Endorsement	13904	7	9/30/2012	General
	Introduction to Personal Auto Coverage	469896	12	9/30/2012	General
	Introduction to Personal Umbrella Coverage	469897	8	9/30/2012	General
	Workers Compensation Explained	469898	3	9/30/2012	General
	A Closer Look at Life Settlements	467640	5	9/30/2013	General
	A Detailed Introduction to Life Settlements	467645	7	9/30/2013	General
	Monitoring & Regulating Life Settlements	467641	5	9/30/2013	General
	Present & Future Considerations of Life Settlements	467644	6	9/30/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
23130	The Annuity Handbook 4th Edition	0502015	18	none	Life, Health
	Ethics & Customer Service 2nd Edition	0502961	10	none	General
	Ethics & The Sale 2nd Edition	406137	8	none	Ethics
	Financial Planning for the Older Client 6th Edition	0504128	24	none	General
	Group Benefits Disability Specialist	507623	19	none	Health
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	0504314	24	none	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	0504164	24	none	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	0320329	24	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	0502570	21	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	502173	11	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	88891501	10	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	88891107	12	none	P&C
	Commercial General Liability 8th Edition	502174	15	none	P&C
	Commercial Property Coverage Guide 4th Edition	88890243	12	none	P&C
	Condominium Insurance Coverage Guide 1st Edition	pending	pending	none	pending
	D&O Liability: Exposure, Risk Management & Insurance Coverage	88889978	6	none	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	0502175	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	88889333/88889334	13G/4E	none	General/Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	88890151	4	none	Life
	Case Studies in Ethics & Beneficiary Issues	88889997	4	none	Ethics
	Distribution Planning	0320425	8	none	General
	Equity Indexed Annuities Explained	88889385	4	none	General
	Estate Planning	0320320	9	none	General
	Introduction to Annuities	0320325	14	none	General
	Introduction to Financial Planning for Seniors	0320321	17	none	General
	Introduction to Life Insurance	0320326	9	none	General
	Introduction to Long Term Care	0320327	18	none	General
	Introduction to Medicare	0320328	5	none	General
	Introduction to Universal Life	0508169	3	none	General
	Introduction to Variable Annuities	0320322	12	none	General
	Introduction to Variable Life Insurance	0320323	13	none	General
	Life Insurance Planning	0320324	8	none	General
	Non-Qualified Deferred Compensation Plans Explained	88890356	2	none	Life & Health
	403 (b) Plans Explained	88890355	1	none	Life & Health
	Ethics in Insurance: Past and Present	507599	5	none	Ethics
	Business Auto Policy Explained	88890832	12	none	Property & Casualty
	Businessowners Policy Explained	597241	5	none	P&C
	CGL Explained	88890833	12	none	Property & Casualty
	Commercial Property Policy Explained	88890834	6	none	Property & Casualty
	Commercial Umbrella Explained	88890835	6	none	Property & Casualty
	COPE Explained	88890836	6	none	Property & Casualty
	Insurance Principles	88890837	5	none	Property & Casualty
	Introduction to Homeowners	0406131	16	none	General
	Introduction to Homeowners Endorsement	88890838	7	none	Property & Casualty
	Introduction to Personal Auto Coverage	88890839	12	none	Property & Casualty
	Introduction to Personal Umbrella Coverage	88890840	8	none	Property & Casualty
	Workers Compensation Explained	88890841	9	none	Property & Casualty
	A Closer Look at Life Settlements	88889205	5	None	General
	A Detailed Introduction to Life Settlements	88889086	8	None	General
	Monitoring & Regulating Life Settlements	88889206	5	None	General
	Present & Future Considerations of Life Settlements	88889332	6	None	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				UNLESS OTHERWISE NOTED
3339	The Annuity Handbook 4th Edition	39379	18	12/31/2012	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	38761	19	6/30/2012	Health
	How to Plan for Baby Boomers 2nd Edition	38318	12	7/1/2012	Life
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	39372	33	12/31/2011	Life, Health
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	39373	15	12/31/2011	Life, Health
	Working with S Corporations 3rd Edition	39378	12	12/31/2011	Life, Health
	Business Auto Policy Coverage Guide 3rd Edition	40353	10	6/30/2012	Property
	Business Interruption Book 1st Edition	39381	26	12/31/2012	Property
	Businessowners Policy Coverage Guide 4th Edition	39383	12	6/30/2012	Property
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	39384	12	6/30/2012	Property
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	39375	24	12/31/2011	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	39382	8	6/30/2012	Property
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	39376	11	12/31/2012	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	37340	13	10/20/2012	P&C w Ethics
	Workers Compensation Guide 1st Edition	39377	17	12/31/2011	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
3339	Annuities & Suitability Explained	38595	4	6/30/2012	Life
	Case Studies in Ethics & Beneficiary Issues	38319	4	7/1/2012	Ethics
	Distribution Planning	39251	8	6/30/2012	Life A & H
	Equity Indexed Annuities Explained	38198	4	7/1/2012	Life, Health, Variable
	Estate Planning	39253	7	6/30/2012	Life A & H
	Introduction to Annuities	39254	11	7/1/2012	Life A & H
	Introduction to Financial Planning for Seniors	39255	12	6/30/2012	Life A & H
	Introduction to Life Insurance	39256	6	7/1/2012	Life A & H
	Introduction to Long Term Care	39257	12	6/30/2012	Life A & H
	Introduction to Medicare	39252	4	6/30/2012	Life A & H
	Introduction to Universal Life	38317	3	7/1/2012	Life A & H
	Introduction to Variable Annuities	39258	4	6/30/2012	Life A & H
	Introduction to Variable Life Insurance	39259	10	6/30/2012	Life A & H
	Life Insurance Planning	39260	10	6/30/2012	Life A & H
	Non-Qualified Deferred Compensation Plans Explained	38321	2	6/30/2012	Life
	403 (b) Plans Explained	38320	1	6/30/2012	Life
	Ethics in Insurance: Past and Present	39261	5	6/30/2012	Ethics
	Business Auto Policy Explained	39262	12	6/30/2012	Property
	Businessowners Policy Explained	37244	7	9/15/2012	P
	CGL Explained	39263	12	7/1/2012	Property
	Commercial Property Policy Explained	39264	6	7/1/2012	Property
	Commercial Umbrella Explained	39186	6	6/30/2012	P
	COPE Explained	39185	6	6/30/2012	P
	Insurance Principles	39265	5	6/30/2012	Property
	Introduction to Homeowners	39266	12	6/30/2012	Property
	Introduction to Homeowners Endorsement	39267	7	6/30/2012	Property
	Introduction to Personal Auto Coverage	39268	12	6/30/2012	Property
	Introduction to Personal Umbrella Coverage	39269	8	6/30/2012	Property
	Workers Compensation Explained	37985	9	6/30/2012	Property/Casualty/Vehicle
	A Closer Look at Life Settlements	38322	5	7/1/2012	Life
	A Detailed Introduction to Life Settlements	38323	8	7/1/2012	Life
	Monitoring & Regulating Life Settlements	38324	5	7/1/2012	Life
	Present & Future Considerations of Life Settlements	38325	6	7/1/2012	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
Book Courses					PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
NYPO-1000387	The Annuity Handbook 4th Edition	NYCS-212429	15	11/30/2013	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist*	NYCS-216707	15	11/30/2013	BR (Brokers), C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life/Accident and Health Brokers)
	How to Plan for Baby Boomers 2nd Edition	NYCS-216003	15	11/30/2013	Life/Health, C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	NYCS-216339	15	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants), LB (Life/Accident and Health Brokers)
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	NYCS-217668	15	11/30/2013	C1 (Life Consultants), LA (Life/Accident & Health Agents), LB (Life Brokers)
	The Tools & Techniques of Estate Planning 14th Edition	NYCS-213815	15	11/30/2013	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life/Accident and Health Brokers)
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	NYCS-216069	15	11/30/2013	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	The Tools & Techniques of Life Settlement Planning 1st Edition	NYCS-216759	15	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants), LB (Life/Accident and Health Brokers)
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	NYCS-213168	15	11/30/2013	C1 (Life Consultants), LA (Life/Accident and Health Agents), LB (Life Brokers)
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	NYCS-227717	10	11/30/2013	BR (Brokers), C3 (General Consultants), PA (Public Adjusters), PC (Property/Casualty Agents)
	Business Interruption Book 1st Edition	NYCS-214533	15	11/30/2013	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Businessowners Policy Coverage Guide 4th Edition	NYCS-227401	15	11/30/2013	BR (Brokers), C3 (General Consultants), PA (Public Adjusters), PC (Property/Casualty Agents)
	Commercial General Liability 8th Edition	NYCS-215908	15	11/30/2013	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Commercial Property Coverage Guide 4th Edition	NYCS-227174	15	11/30/2013	BR (Brokers), C3 (General Consultants), PA (Public Adjusters), PC (Property/Casualty Agents)
	Condominium Insurance Coverage Guide 1st Edition	pending	pending	pending	pending
	D&O Liability: Exposure, Risk Management & Insurance Coverage	NYCS-226157	7	11/30/2013	BR (Brokers), C3 (General Consultants), PA (Public Adjusters), PC (Property/Casualty Agents)
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	NYCS-216405	15	11/30/2013	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Homeowners Coverage Guide 4th Edition	pending	pending	pending	pending
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	NYCS-212512	15	11/30/2013	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	NYCS-217124	9	11/30/2013	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Target Market Series: Truckers 1st Edition	NYCS-217125	9	11/30/2013	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	The Tools & Techniques of Risk Management & Insurance 1st Edition	NYCS-209389	15	11/30/2013	PA (Public Adjusters), C3 (General Consultants), PC (Property/Casualty Agents), BR (Brokers)
	Winning By the Rules 2nd Edition	NYCS-217141	15	11/30/2013	P&C, BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)
	Workers Compensation Guide 1st Edition	none	none	none	none
E-Learning Courses					PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Case Studies in Ethics & Beneficiary Issues	NYCS-227604	6	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants), LB (Life Brokers), LSB (Life Settlement Brokers)
	Distribution Planning	NYCS-210734	7	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants)
	Estate Planning	NYCS-209238	8	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants)
	Introduction to Annuities	NYCS-209457	8	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants)
	Introduction to Life Insurance	NYCS-209258	7	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants)
	Introduction to Long Term Care	NYCS-209471	13	11/30/2013	BR (Brokers), LA (Life/Accident and Health Agents), C1 (Life Consultants)
	Life Insurance Planning	NYCS-209490	7	11/30/2013	LA (Life/Accident and Health Agents), C1 (Life Consultants)
	Commercial Property Policy Explained	NYCS-209108	8	11/30/2013	BR (Brokers), C3 (General Consultants), PC (Property/Casualty Agents), PA (Public Adjusters)

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
S10060	The Annuity Handbook 4th Edition	C73736	6	none	Life, Health
	Ethics & Customer Service 2nd Edition	C74287	6	none	Life, Health
	Ethics & The Sale 2nd Edition	C72901	6	none	Life, Health
	Financial Planning for the Older Client 6th Edition	10288	12	none	Life, Health
	Group Benefits Disability Specialist	C00803	19	none	General
	How to Plan for Baby Boomers 2nd Edition	C78039	6	none	General
	Ultimate IRA Resource 3rd Edition	C72648	6	none	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	C70703	6	none	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	C78040	6	none	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	C71190	6	none	Life, Health
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	C73839	6	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	C95777	10	none	General
	Businessowners Policy Coverage Guide 3rd Edition	C72412	6	none	P&C
	Businessowners Policy Coverage Guide 4th Edition	C09703	12	none	General
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	C75147	6	none	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	C71094	3	none	P&C
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	19383	6	none	P&C
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	C71109	6	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	C05565	4	none	General
	Case Studies in Ethics & Beneficiary Issues	C05333	4	none	Ethics
	Distribution Planning	C72502	6	None	Life & Health
	Equity Indexed Annuities Explained	C03988	4	none	General
	Estate Planning	C71124	6	None	Life & Health
	Introduction to Annuities	C70967	6	None	Life & Health
	Introduction to Financial Planning for Seniors	C71108	6	None	Life & Health
	Introduction to Life Insurance	C71069	6	None	Life & Health
	Introduction to Long Term Care	C71043	6	None	Life & Health
	Introduction to Medicare	C09027	4	None	General
	Introduction to Universal Life	C02388	3	None	General
	Introduction to Variable Annuities	C71025	6	None	Life & Health
	Introduction to Variable Life Insurance	C71066	6	None	Life & Health
	Life Insurance Planning	C71252	6	None	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	C06195	2	none	General
	403 (b) Plans Explained	C06196	1	none	General
	Ethics in Insurance: Past and Present	C75361	5	None	Ethics
	Business Auto Policy Explained	C75434	6	None	Property & Liab
	Businessowners Policy Explained	C03822	6	None	General
	CGL Explained	C71345	6	None	Property & Liab
	Commercial Umbrella Explained	C03932	15	none	General
	Commercial Property Policy Explained	C75432	6	None	Property & Liab
	Commercial Umbrella Explained	C03932	15	None	General
	COPE Explained	C75435	6	None	Property & Liab
	Insurance Principles	C71163	6	None	Property & Liab
	Introduction to Homeowners	C71001	6	None	Property & Liab
	Introduction to Homeowners Endorsement	C70966	6	None	Property & Liab
	Introduction to Personal Auto Coverage	C71027	6	None	Property & Liab
	Introduction to Personal Umbrella Coverage	C71026	4	None	Property & Liab
	Workers Compensation Explained	C75433	6	None	Property & Liab
	A Closer Look at Life Settlements	C03352	5	None	General
	A Detailed Introduction to Life Settlements	C03263	8	None	General
	Monitoring & Regulating Life Settlements	C03480	5	None	General
	Present & Future Considerations of Life Settlements	C03577	6	None	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
122	The Annuity Handbook 4th Edition	20058121	14	none	Life
	Ethics & Customer Service 2nd Edition	20008020	4	none	Life, Health
	Ethics & The Sale 2nd Edition	19988162	8	none	Life, Health
	Financial Planning for the Older Client 6th Edition	20068079	30	none	Life, Health
	Group Benefits Disability Specialist	20088111	16	none	Life, Accident & Health
	How to Plan for Baby Boomers 2nd Edition	20088045	8.5	none	Life, Health
	Ultimate IRA Resource 3rd Edition	20068138	33	none	Life, Accident & Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	20068107	49	none	Life, Health, Accident
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	20088046	33	none	Life
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	20038138	20	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	20068040	21	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	20018068	15	none	Life, Health
	Working with S Corporations 3rd Edition	96874	15	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	19988139	13	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	2488	10	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	20068078	22	none	P&C
	Businessowners Policy Coverage Guide 4th Edition	1539	12	3/31/2012	P&C
	Commercial General Liability 8th Edition	95-815	15	none	P&C
	Commercial Property Coverage Guide 3rd Edition	20068149	28	none	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	20018035	9	none	P&C
	Employment Practices Liability 1st Edition	19998030	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	20078132	5	none	P&C
	Personal Auto Coverage Guide 2nd Edition	19998155	15	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	20018028	7	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	20018044	7	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	480	4	none	Annuities
	Case Studies in Ethics & Beneficiary Issues	376	4	None	Ethics
	Distribution Planning	1149	8	None	LAH
	Equity Indexed Annuities Explained	20098123	4	none	Life & Health
	Estate Planning	20018041	5	None	Life & Health
	Introduction to Annuities	20008174	12	None	Life & Health
	Introduction to Financial Planning for Seniors	20018038	12	None	Life & Health
	Introduction to Life Insurance	20018005	5.5	None	Life & Health
	Introduction to Long Term Care	20018003	15	None	Life & Health
	Introduction to Medicare	1150	4	None	LAH
	Introduction to Universal Life	20098051	3	None	Life & Health
	Introduction to Variable Annuities	20008237	10	None	Life & Health
	Introduction to Variable Life Insurance	20018007	7	None	Life & Health
	Life Insurance Planning	20018085	10	None	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	872	2	pending	LAH
	403 (b) Plans Explained	873	1	pending	LAH
	Ethics in Insurance: Past and Present	20088142	5	None	Ethics
	Business Auto Policy Explained	1133	12	None	Property & Cas
	Businessowners Policy Explained	1147	6	None	Property & Cas
	CGL Explained	20018129	15	None	Property & Cas
	Commercial Property Policy Explained	20018177	7	None	Property & Cas
	Commercial Umbrella Explained	1148	6	none	Property & Cas
	COPE Explained	1157	6	None	Property & Cas
	Insurance Principles	20018061	8	None	Property & Cas
	Introduction to Homeowners	20008220	15	None	Property & Cas
	Introduction to Homeowners Endorsement	20008168	6	None	Property & Cas
	Introduction to Personal Auto Coverage	20008245	11	None	Property & Cas
	Introduction to Personal Umbrella Coverage	20008232	7	None	Property & Cas
	Workers Compensation Explained	1152	9	None	Property & Cas
	A Closer Look at Life Settlements	20098084	5	None	Life & Health
	A Detailed Introduction to Life Settlements	20098097	8	None	Life & Health
	Monitoring & Regulating Life Settlements	20098083	5	None	Life & Health
	Present & Future Considerations of Life Settlements	20098096	5	None	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
34011	The Annuity Handbook 4th Edition	41205	14	12/31/2012	General
	Ethics & Customer Service 2nd Edition	42436	4	12/31/2012	General
	Ethics & The Sale 2nd Edition	42435	3	12/31/2012	General
	Financial Planning for the Older Client 6th Edition	43212	20	12/31/2012	pending
	Group Benefits Disability Specialist	47913	19	12/31/2012	General
	How to Plan for Baby Boomers 2nd Edition	46934	12	12/31/2012	General
	Ultimate IRA Resource 3rd Edition	44093	20	12/31/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	47463	20	12/31/2012	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	49335	20	12/31/2012	General
	The Tools & Techniques of Estate Planning 14th Edition	43644	20	12/31/2012	General
	The Tools & Techniques of Financial Planning 9th Edition	50260	20	12/31/2012	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	46936	20	12/31/2012	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	48019	20	12/31/2012	General
	The Ultimate Trust Resource 2nd Edition	18925	20	12/31/2012	General
	The Variable Annuity Handbook 2nd Edition	42018	15	12/31/2012	General
	Working with LLCs & FLPs 2nd Edition	18872	12	12/31/2012	General
	Working with S Corporations 3rd Edition	18903	15	12/31/2012	General
	Business Auto Coverage Guide 2nd Edition	18892	11	12/31/2012	General
	Business Auto Policy Coverage Guide 3rd Edition	52172	10	12/31/2012	General
	Business Interruption Book 1st Edition	44572	19	12/31/2012	General
	Businessowners Policy Coverage Guide 4th Edition	51430	14	12/31/2012	General
	Commercial General Liability 8th Edition	18913	15	12/31/2012	General
	Commercial Property Coverage Guide 4th Edition	50965	21	12/31/2012	General
	Commercial Property Coverage Guide 4th Edition	50964	1	12/31/2012	Ethics
	Condominium Insurance Coverage Guide 1st Edition	53098	6	12/31/2012	General
	D&O Liability: Exposure, Risk Mgt & Insurance Coverage	50220	5	12/31/2012	General
	E-coverage Guide 1st Edition	18866	15	12/31/2012	General
	Employment Practices Liability 1st Edition	18896	4	12/31/2012	General
	Homeowners Coverage Guide 3rd Edition	47464	19	12/31/2012	General
	Homeowners Coverage Guide 4th Edition	53296	17	12/31/2012	General
	Insuring to Value 2nd Edition	45155	8	12/31/2012	General
	Personal Auto Coverage Guide 2nd Edition	18904	15	12/31/2012	General
	Personal Umbrella Coverage Guide 1st Edition	18865	8	12/31/2012	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	48334	9	12/31/2012	General
	Target Market Series: Truckers 1st Edition	48333	9	12/31/2012	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	18922	20	12/31/2012	General
	Winning By the Rules 2nd Edition	48236	15	12/31/2012	General
	Workers Compensation Guide 1st Edition	18870	10.5	12/31/2012	General
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	50693	4	12/31/2012	Annuity
	Case Studies in Ethics & Beneficiary Issues	50219	4	12/31/2012	Ethics
	Distribution Planning	37241	4	12/31/2012	General
	Estate Planning	18869	7	12/31/2012	General
	Equity Indexed Annuities Explained	49731	4	12/31/2012	General
	Introduction to Annuities	18856	11	12/31/2012	General
	Introduction to Financial Planning for Seniors	18868	14	12/31/2012	General
	Introduction to Life Insurance	18862	6	12/31/2012	General
	Introduction to Long Term Care	18861	13	12/31/2012	General
	Introduction to Medicare	18924	4	12/31/2012	General
	Introduction to Universal Life	48756	3	12/31/2012	General
	Introduction to Variable Annuities	18859	10	12/31/2012	General
	Introduction to Variable Life Insurance	18864	10	12/31/2012	General
	Life Insurance Planning	18873	5	12/31/2012	General
	Non-Qualified Deferred Compensation Plans Explained	51046	2	12/31/2012	General
	403 (b) Plans Explained	51045	1	12/31/2012	General
	Ethics in Insurance: Past and Present	48086	5	12/31/2012	General
	Business Auto Policy Explained	18879	13	12/31/2012	General
	Businessowners Policy Explained	49499	6	12/31/2012	General
	CGL Explained	18875	15	12/31/2012	General
	Commercial Property Policy Explained	18878	6	12/31/2012	General
	Commercial Umbrella Explained	44573	6	12/31/2012	General
	COPE Explained	18923	6	12/31/2012	General
	Insurance Principles	18871	5	12/31/2012	General
	Introduction to Homeowners	18857	13	12/31/2012	General
	Introduction to Homeowners Endorsement	18855	7	12/31/2012	General
	Introduction to Personal Auto Coverage	18860	11	12/31/2012	General
	Introduction to Personal Umbrella Coverage	18858	6	12/31/2012	General
	Workers Compensation Explained	18882	9	12/31/2012	General
	A Closer Look at Life Settlements	49259	5	12/31/2012	General
	A Detailed Introduction to Life Settlements	49159	8	12/31/2012	General
	Monitoring & Regulating Life Settlements	49260	5	12/31/2012	General
	Present & Future Considerations of Life Settlements	49361	6	12/31/2012	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
260	The Annuity Handbook 4th Edition	E260-171	10	7/1/2012	Life
	Ethics & Customer Service 2nd Edition	E260-275	4	2/1/2013	Life, Ethics(4)
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	1011949	12	7/31/2012	Life, Health
	Group Benefits Disability Specialist	1005453	14	7/1/2012	
	How to Plan for Baby Boomers 2nd Edition	1004382	10	5/1/2012	Life, Accident, Health
	Ultimate IRA Resource 3rd Edition	1012419	12	11/30/2013	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	1004381	16	5/1/2012	Life, Accident, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	260278	8	3/1/2013	Life/Accident & Health
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	260176	7	7/1/2012	P&C
	Business Auto Policy Coverage Guide 3rd Edition	1010359	8	7/1/2012	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	1009903	12	7/1/2012	P&C
	Commercial General Liability 8th Edition	260168	13	7/1/2012	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	260283	5	3/1/2013	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	1002816	5	7/1/2012	P&C
	Personal Auto Coverage Guide 2nd Edition	260169	12	7/1/2012	P&C
	Personal Umbrella Coverage Guide 1st Edition	260268	8	1/1/2013	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	260267	8	1/1/2013	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	1008272	4	5/18/2012	Annuity
	Case Studies in Ethics & Beneficiary Issues	1008131	4	7/1/2012	Ethics
	Distribution Planning	260183	6	7/1/2012	Life
	Equity Indexed Annuities Explained	1007268	4	7/1/2012	Life
	Estate Planning	260271	6	1/1/2013	Life
	Introduction to Annuities	NONE	N/A	N/A	N/A
	Introduction to Financial Planning for Seniors	260270	10	1/1/2013	Life
	Introduction to Life Insurance	260184	6	7/1/2012	Life
	Introduction to Long Term Care	260185	10	7/1/2012	L/A/H
	Introduction to Medicare	NONE	N/A	N/A	N/A
	Introduction to Universal Life	none	N/A	N/A	N/A
	Introduction to Variable Annuities	260182	4	7/1/2012	Life
	Introduction to Variable Life Insurance	260178	7	7/1/2012	Life
	Life Insurance Planning	260180	6	7/1/2012	L/A/H
	Non-Qualified Deferred Compensation Plans Explained	1008791	2	7/1/2012	Life/Accident & Health
	403 (b) Plans Explained	1008790	1	7/1/2012	Life/Accident & Health
	Ethics in Insurance: Past and Present	1005497	4	7/1/2012	Ethics
	Business Auto Policy Explained	260277	8	3/1/2013	P-C
	Businessowners Policy Explained	1009301	6	7/1/2012	P-C
	CGL Explained	260303	9	2/1/2012	P-C
	Commercial Property Policy Explained	260306	4	2/1/2012	P-C
	Commercial Umbrella Explained	260305	4	2/1/2012	P-C
	COPE Explained	1009307	4	7/1/2012	P-C
	Insurance Principles	260304	4	2/1/2012	P-C
	Introduction to Homeowners	260179	9	7/1/2012	P-C
	Introduction to Homeowners Endorsement	1009900	4	4/6/2013	P-C
	Introduction to Personal Auto Coverage	260181	8	7/1/2012	P-C
	Introduction to Personal Umbrella Coverage	260307	4	2/1/2012	P-C
	Workers Compensation Explained	1009304	6	7/1/2012	P-C
	A Closer Look at Life Settlements	1006594	5	8/4/2012	Life
	A Detailed Introduction to Life Settlements	1006539	7	7/31/2012	Life
	Monitoring & Regulating Life Settlements	1006678	5	8/4/2012	Life
	Present & Future Considerations of Life Settlements	1006734	6	8/31/2012	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
8012	The Annuity Handbook 4th Edition	C-18-153.8012	18	8/31/2013	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	X.05.081.8012	5	9/30/2012	Ethics
	Financial Planning for the Older Client 6th Edition	B.36.166.8012	36	8/31/2012	Life, Health
	Group Benefits Disability Specialist	B-02-249-8012	24	11/30/2012	Life & Health
	How to Plan for Baby Boomers 2nd Edition	13-09-230-8012	9	4/30/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	B-028-0183-8012	28	12/31/2012	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	B.26.244.8012	26	8/31/2012	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	B-30-273-8012	30	8/31/2013	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	13-33-232-8012	33	4/30/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	C.20.131.8012	20	8/31/2013	P&C
	The Variable Annuity Handbook 2nd Edition	C.21.158.8012	21	12/31/2013	Life
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	A.10.326.8012	10	6/30/2013	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	A.022.165.8012	22	8/31/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	A-12-321-8012	12	4/30/2013	P&C
	Commercial General Liability 8th Edition	A-15-156.8012	15	8/31/2013	P&C
	Commercial Property Coverage Guide 3rd Edition	A-028-182-8012	28	12/31/2012	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	A.20.241.8012	20	8/31/2012	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	A-15-157.8012	15	8/31/2013	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	XA.13.277.8012	13	10/31/2013	P&C, Ethics
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	C.04.301.8012	4	5/31/2012	Life
	Case Studies in Ethics & Beneficiary Issues	X.04.300.8012	4	4/30/2012	Ethics
	Distribution Planning	B.08.311.8012	8	1/31/2013	Life & Health
	Equity Indexed Annuities Explained	C.04.282.8012	4	3/31/2012	Life
	Estate Planning	C.07.291.8012	7	3/31/2012	Life
	Introduction to Annuities	C-14-099-8012	14	8/31/2012	Life
	Introduction to Financial Planning for Seniors	C.12.285.8012	12	3/31/2012	Life
	Introduction to Life Insurance	C.06.283.8012	6	3/31/2012	Life
	Introduction to Long Term Care	B.12.284.8012	12	3/31/2012	LT Care
	Introduction to Medicare	C.04.293.8012	4	3/31/2012	Life
	Introduction to Universal Life	B-03-260-8012	3	4/30/2013	Life & Health
	Introduction to Variable Annuities	C.10.295.8012	10	3/31/2012	Life
	Introduction to Variable Life Insurance	C.10.286.8012	10	3/31/2012	Life
	Life Insurance Planning	C.06.292.8012	6	3/31/2012	Life
	Non-Qualified Deferred Compensation Plans Explained	B.02.302.8012	2	7/31/2012	Life & Health
	403 (b) Plans Explained	B.01.303.8012	1	7/31/2012	Life & Health
	Ethics in Insurance: Past and Present	X-05-265-8012	5	5/31/2013	Ethics
	Business Auto Policy Explained	A.12.288.8012	12	3/31/2012	Property & Cas
	Businessowners Policy Explained	A.06.310.8012	6	12/31/2012	Property & Cas
	CGL Explained	A.12.287.8012	12	3/31/2012	Property & Cas
	Commercial Property Policy Explained	A.06.290.8012	6	3/31/2012	Property & Cas
	Commercial Umbrella Explained	A.06.309.8012	6	12/31/2012	Property & Cas
	COPE Explained	A.06.289.8012	6	3/31/2012	Property & Cas
	Insurance Principles	A.05.308.8012	5	12/31/2012	Property & Cas
	Introduction to Homeowners	A.12.307.8012	12	12/31/2012	Property & Cas
	Introduction to Homeowners Endorsement	A.07.296.8012	7	3/31/2012	Property & Cas
	Introduction to Personal Auto Coverage	A-10-104-8012	10	9/30/2012	Property & Cas
	Introduction to Personal Umbrella Coverage	A-06-105-8012	6	9/30/2012	Property & Cas
	Workers Compensation Explained	A.03.294.8012	3	3/31/2012	Property & Cas
	A Closer Look at Life Settlements	B-05-271-8012	5	8/30/2013	Life & Health
	A Detailed Introduction to Life Settlements	B-07-269-8012	7	6/30/2013	Life & Health
	Monitoring & Regulating Life Settlements	B-05-270-8012	5	8/31/2013	Life & Health
	Present & Future Considerations of Life Settlements	B-06-272-8012	6	8/31/2013	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
37644	The Annuity Handbook 4th Edition	108466	14	7/12/2013	General
	Ethics & Customer Service 2nd Edition	109289	4	2/1/2014	General
	Ethics & The Sale 2nd Edition	109288	3	2/1/2014	General
	Financial Planning for the Older Client 6th Edition	102585	28	1/25/2014	General
	Group Benefits Disability Specialist	113786	19	11/7/2012	General
	How to Plan for Baby Boomers 2nd Edition	112875	12	5/12/2012	General
	Ultimate IRA Resource 3rd Edition	110619	26	11/17/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	113306	26	8/18/2012	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	114975	30	8/21/2013	General
	The Tools & Techniques of Estate Planning 14th Edition	110219	48	8/31/2012	General
	The Tools & Techniques of Financial Planning 9th Edition	115296	39	12/3/2011	General
	The Tools & Techniques of Life Insurance Planning 4th Edition	112876	33	5/12/2012	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	113878	27	11/19/2012	General
	The Ultimate Trust Resource 2nd Edition	105335	28	8/28/2013	General
	The Variable Annuity Handbook 2nd Edition	109036	15	12/15/2011	General
	Working with LLCs & FLPs 2nd Edition	101488	20	5/2/2013	General
	Working with S Corporations 3rd Edition	17049	25	12/2/2012	General
	Business Auto Coverage Guide 2nd Edition	22152	11	11/15/2012	General
	Business Auto Policy Coverage Guide 3rd Edition	117588	10	6/8/2013	General
	Business Interruption Book 1st Edition	110935	19	3/5/2013	General
	Businessowners Policy Coverage Guide 3rd Edition	110079	18	8/11/2012	General
	Businessowners Policy Coverage Guide 4th Edition	117090	12	3/7/2013	General
	Commercial General Liability 8th Edition	13234	11	9/10/2013	General
	Commercial Property Coverage Guide 4th Edition	116131	12	7/2/2012	General
	Condominium Insurance Coverage Guide 1st Ed	118159	6	10/18/2013	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	115752	6	4/2/2012	General
	E-coverage Guide 1st Edition	101100	24	2/3/2013	General
	Employment Practices Liability 1st Edition	22639	4	2/22/2013	General
	Homeowners Coverage Guide 3rd Edition	113307	19	8/18/2012	General
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	111463	8	6/18/2013	General
	Personal Auto Coverage Guide 2nd Edition	24794	15	8/18/2013	General
	Personal Umbrella Coverage Guide 1st Edition	100997	11	1/27/2013	General
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	114220	9	3/2/2013	General
	Target Market Series: Truckers 1st Edition	114219	9	3/2/2013	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	104762	30	4/17/2013	General
	Winning By the Rules 2nd Edition	114221	9	3/2/2013	General
	Workers Compensation Guide 1st Edition	101200	17	2/28/2013	General
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	115947	4	5/18/2012	General
	Case Studies in Ethics & Beneficiary Issues	115765	4	4/2/2012	General
	Distribution Planning	105671	5	11/24/2013	General
	Equity Indexed Annuities Explained	115242	4	11/10/2013	General
	Estate Planning	101957	9	8/22/2013	General
	Introduction to Annuities	100047	14	6/10/2012	General
	Introduction to Financial Planning for Seniors	101152	17	2/17/2013	General
	Introduction to Life Insurance	100720	10	11/8/2012	General
	Introduction to Long Term Care	100745	18	11/21/2012	General
	Introduction to Medicare	104596	5	3/20/2013	General
	Introduction to Universal Life	114544	3	5/14/2013	General
	Introduction to Variable Annuities	100649	12	9/30/2012	General
	Introduction to Variable Life Insurance	100751	13	11/22/2012	General
	Life Insurance Planning	101524	8	5/12/2013	General
	Non-Qualified Deferred Compensation Plans Explained	116186	2	7/20/2012	General
	403 (b) Plans Explained	116185	1	7/20/2012	General
	Ethics in Insurance: Past and Present	114545	5	5/14/2013	General
	Business Auto Policy Explained	115089	12	9/25/2013	General
	Businessowners Policy Explained	115069	6	9/16/2013	General
	CGL Explained	102080	16	9/17/2013	General
	Commercial Property Policy Explained	102423	8	12/5/2011	General
	Commercial Umbrella Explained	110936	6	3/7/2013	General
	COPE Explained	104731	6	4/11/2013	General
	Insurance Principles	101310	8	3/22/2013	General
	Introduction to Homeowners	100330	16	7/29/2012	General
	Introduction to Homeowners Endorsement	30556	7	4/24/2012	General
	Introduction to Personal Auto Coverage	100691	13	10/28/2012	General
	Introduction to Personal Umbrella Coverage	116773	8	12/8/2012	General
	Workers Compensation Explained	115812	9	4/12/2012	General
	A Closer Look at Life Settlements	114848	5	7/31/2013	General
	A Detailed Introduction to Life Settlements	114770	8	7/20/2013	General
	Monitoring & Regulating Life Settlements	114849	6	7/31/2013	General
	Present & Future Considerations of Life Settlements	114916	6	8/13/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
691	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	10091	8	3/2/2013	LA
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	10928	10	5/13/2013	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	9936	12	2/16/2013	PC
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	8400	12	6/29/2012	PC
	Condominium Insurance Coverage Guide 1st Ed	pending	pending	pending	pending
	D&O Liability: Exposure, Risk Management & Insurance Coverage	SBS#7893-P0412	6	4/19/2012	PC
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	SBS#8144-L0512	4	5/10/2012	LA
	Case Studies in Ethics & Beneficiary Issues	SBS#7983-E0412	4	4/19/2012	none
	Distribution Planning	9372	8	12/30/2012	LA
	Equity Indexed Annuities Explained	none	none	none	none
	Estate Planning	9373	7	12/30/2012	LA
	Introduction to Annuities	9383	11	12/30/2012	AH, LA
	Introduction to Financial Planning for Seniors	9385	12	12/30/2012	LA
	Introduction to Life Insurance	9386	6	12/30/2012	LA
	Introduction to Long Term Care	9387	12	12/30/2012	LTC
	Introduction to Medicare	9389	4	12/30/2012	LA
	Introduction to Universal Life	12044	3	9/1/2013	LA
	Introduction to Variable Life Insurance	9391	10	12/30/2012	LA
	Life Insurance Planning	9392	6	12/30/2012	LA
	Non-Qualified Deferred Compensation Plans Explained	8763	2	8/16/2012	LA
	403 (b) Plans Explained	8762	1	8/16/2012	LA
	Ethics in Insurance: Past and Present	9267	5	11/9/2012	Ethics
	Business Auto Policy Explained	9251	12	11/30/2012	PC
	Businessowners Policy Explained	9257	6	11/9/2012	PC
	CGL Explained	9292	12	11/30/2012	PC
	Commercial Property Policy Explained	9291	6	11/30/2012	PC
	Commercial Umbrella Explained	9262	6	11/9/2012	PC
	COPE Explained	9272	6	11/18/2012	PC
	Insurance Principles	9273	5	11/30/2012	PC
	Introduction to Homeowners	9283	12	11/30/2012	PC
	Introduction to Homeowners Endorsement	9289	7	11/10/2012	PC
	Introduction to Personal Auto Coverage	9293	12	11/29/2012	PC
	Introduction to Personal Umbrella Coverage	9294	8	11/30/2012	PC
	Workers Compensation Explained	9260	9	11/9/2012	PC
	A Closer Look at Life Settlements	12045	5	9/1/2013	Life
	A Detailed Introduction to Life Settlements	12046	8	9/1/2013	Life
	Monitoring & Regulating Life Settlements	12047	5	9/1/2013	Life
	Present & Future Considerations of Life Settlements	12376	6	9/26/2013	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
132766	The Annuity Handbook 4th Edition	105875	12	7/26/2014	Life/Accident, Health
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	115340	5	2/12/2012	Life, Acc. & Health
	How to Plan for Baby Boomers 2nd Edition	113624	12	4/15/2014	Life/Accident, Health
	Ultimate IRA Resource 3rd Edition	109271	27	10/6/2012	Life, Health, Accident
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	108883	24	8/21/2012	Life/Accident, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	101392	20	7/21/2012	Life, Health, Accident
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	122993	10	5/23/2014	Property & Casualty
	Business Interruption Book 1st Edition	109991	26	3/8/2013	P&C
	Businessowners Policy Coverage Guide 3rd Edition	108595	11	7/17/2012	P&C
	Businessowners Policy Coverage Guide 4th Edition	122429	12	3/14/2014	P&C
	Commercial General Liability 8th Edition	106110	15	7/26/2014	P&C
	Commercial Property Coverage Guide 3rd Edition	109288	13	10/6/2012	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	111065	7	6/14/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	106106	12	7/26/2014	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	119141	4	5/2/2014	Life, Acc. & Health
	Case Studies in Ethics & Beneficiary Issues	118769	4	4/8/2013	Ethics
	Distribution Planning	121030	8	11/9/2013	Life, Acc. & Health
	Equity Indexed Annuities Explained	117505	2	10/28/2012	Life, Acc. & Health
	Estate Planning	121028	7	11/9/2013	Life, Acc. & Health
	Introduction to Annuities	101390	7	5/4/2013	Life, Acc. & Health
	Introduction to Financial Planning for Seniors	121026	12	11/9/2013	Life, Acc. & Health
	Introduction to Life Insurance	101388	9	5/4/2013	Life, Acc. & Health
	Introduction to Long Term Care	110669	12	5/4/2013	Life, Acc. & Health
	Introduction to Medicare	121024	4	11/9/2013	Life, Acc. & Health
	Introduction to Universal Life	116317	2	5/14/2012	Accident & Health
	Introduction to Variable Annuities	101389	6	5/4/2013	Life, Acc. & Health
	Introduction to Variable Life Insurance	101398	6	8/9/2013	Life, Acc. & Health
	Life Insurance Planning	121022	6	11/9/2013	Life, Acc. & Health
	Non-Qualified Deferred Compensation Plans Explained	119682	2	7/14/2013	Life, Acc. & Health
	403 (b) Plans Explained	119686	1	7/16/2013	Life, Acc. & Health
	Ethics in Insurance: Past and Present	115180	2	10/24/2014	Ethics
	Business Auto Policy Explained	117200	5	10/8/2012	Property & Casualty
	Businessowners Policy Explained	117157	5	9/10/2012	Property & Casualty
	CGL Explained	101387	9	9/16/2012	Property & Casualty
	Commercial Property Policy Explained	117209	2	10/8/2012	Property & Casualty
	Commercial Umbrella Explained	109989	6	11/23/2013	Property & Casualty
	COPE Explained	121206	6	11/23/2013	Property & Casualty
	Insurance Principles	121204	5	11/23/2013	Property & Casualty
	Introduction to Homeowners	121202	12	11/23/2013	Property & Casualty
	Introduction to Homeowners Endorsement	121200	7	11/23/2013	Property & Casualty
	Introduction to Personal Auto Coverage	121196	12	11/23/2013	Property & Casualty
	Introduction to Personal Umbrella Coverage	121198	8	11/23/2013	Property & Casualty
	Workers Compensation Explained	118821	9	6/25/2013	Property & Casualty
	A Closer Look at Life Settlements	117081	5	9/2/2012	Life, Acc. & Health
	A Detailed Introduction to Life Settlements	116991	5	9/10/2012	Life, Acc. & Health
	Monitoring & Regulating Life Settlements	117080	5	9/2/2012	Life, Acc. & Health
	Present & Future Considerations of Life Settlements	117266	2	10/8/2012	Life, Acc. & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
485	The Annuity Handbook 4th Edition	01-7885	10	none	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	1271635	10	none	Life & Health
	How to Plan for Baby Boomers 2nd Edition	1271191	10	none	Life, Health
	Ultimate IRA Resource 3rd Edition	01-8828	10	none	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	01-8718	10	none	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	1271190	10	none	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	01-6734	10	none	Life, Health
	The Variable Annuity Handbook 2nd Edition	503672	10	none	Life, Health
	Working with LLCs & FLPs 2nd Edition	01-5128	10	none	Life, Health
	Working with S Corporations 3rd Edition	01-2759	10	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	21715	10	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	1273548	10	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	02-3002	10	none	P&C
	Businessowners Policy Coverage Guide 4th Edition	1273382	10	none	P&C
	Commercial General Liability 8th Edition	02-1232	10	none	P&C
	Commercial Property Coverage Guide 3rd Edition	02-3020	10	none	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	02-2064	10	none	P&C
	Employment Practices Liability 1st Edition	02-1746	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	1270165	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	02-1232	10	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	02-2060	6	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	02-20-80	10	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	1272757	4	none	Life & Health
	Case Studies in Ethics & Beneficiary Issues	1272699	4	none	General
	Distribution Planning	1273225	8	none	Life & Health
	Equity Indexed Annuities Explained	1272559	4	none	Life & Health
	Estate Planning	01-5013	7	none	Life & Health
	Introduction to Annuities	01-4569	10	none	Life & Health
	Introduction to Financial Planning for Seniors	01-5002	10	none	Life & Health
	Introduction to Life Insurance	01-4846	9	none	Life & Health
	Introduction to Long Term Care	01-4841	10	none	Life & Health
	Introduction to Medicare	1273229	4	none	Life & Health
	Introduction to Universal Life	1272249	3	none	Life & Health
	Introduction to Variable Annuities	01-4818	10	none	Life & Health
	Introduction to Variable Life Insurance	01-4853	10	none	Life & Health
	Life Insurance Planning	01-5145	10	none	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	1272972	2	none	Life & Health
	403 (b) Plans Explained	1272973	1	none	Life & Health
	Ethics in Insurance: Past and Present	1272016	5	none	General
	Business Auto Policy Explained	1273166	10	none	Property & Cas
	Businessowners Policy Explained	1273172	6	none	Property & Cas
	CGL Explained	02-2188	10	none	Property & Cas
	Commercial Property Policy Explained	1273183	6	none	Property & Cas
	Commercial Umbrella Explained	1273175	6	none	Property & Cas
	COPE Explained	1273177	6	none	Property & Cas
	Insurance Principles	02-2105	10	none	Property & Cas
	Introduction to Homeowners	02-1999	10	none	Property & Cas
	Introduction to Homeowners Endorsement	02-1980	7	none	Property & Cas
	Introduction to Personal Auto Coverage	02-2049	10	none	Property & Cas
	Introduction to Personal Umbrella Coverage	02-2044	10	none	Property & Cas
	Workers Compensation Explained	1273173	6	none	Property & Cas
	A Closer Look at Life Settlements	1272155	5	none	Life & Health
	A Detailed Introduction to Life Settlements	1272131	7	none	Life & Health
	Monitoring & Regulating Life Settlements	1272188	5	none	Life & Health
	Present & Future Considerations of Life Settlements	1272217	6	none	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
89254	The Annuity Handbook 4th Edition	16288	18	none	L&H, Annuities, Variable Product, Accident
	Ethics & Customer Service 2nd Edition	17021	9	none	Accident, L&H, Variable Product, Annuities
	Ethics & The Sale 2nd Edition	17020	8	none	L&H, Annuities, Variable Product, Accident
	Financial Planning for the Older Client 6th Edition	17370	24	none	Variable Product, Accident, L&H, Annuities
	Group Benefits Disability Specialist	20419	24	none	Life/Accident & Health/Annuities/Variable
	How to Plan for Baby Boomers 2nd Edition	19727	12	none	Annuities, Variable Product, Life/Accident & Health
	Ultimate IRA Resource 3rd Edition	17847	24	none	Variable Product, Life/Accident & Health, Annuities
	The Tools & Techniques of Charitable Planning 2nd Edition	20873	24	none	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	21390	24	none	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	17599	24	none	Variable Product, Life/Accident & Annuities
	The Tools & Techniques of Financial Planning 9th Edition	21832	24	none	Life/Accident & Health/Annuities/Variable
	The Tools & Techniques of Life Insurance Planning 4th Edition	19725	24	none	Annuities, Variable Product, Life/Accident & Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	20470	24	none	Life, Health
	The Ultimate Trust Resource 2nd Edition	13952	20	none	P&C
	The Variable Annuity Handbook 2nd Edition	16695	21	none	L&H, Annuities, Variable Product
	Working with LLCs & FLPs 2nd Edition	11276	20	none	Life, Health
	Working with S Corporations 3rd Edition	89254-28	25	none	Life, Health
	Business Auto Coverage Guide 2nd Edition	16391	13	none	P&C
	Business Auto Policy Coverage Guide 3rd Edition	23170	10	none	P&C
	Business Interruption Book 1st Edition	18287	24	none	P&C
	Businessowners Policy Coverage Guide 3rd Edition	17422	22	none	P&C
	Commercial General Liability 8th Edition	16392	19	none	P&C
	Commercial Property Coverage Guide 3rd Edition	17849	24	none	P&C
	Commercial Property Coverage Guide 4th Edition	22251	12	none	P&C
	Condominium Insurance Coverage Guide 1st Ed	23664	6	none	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	21983	6	none	P&C
	E-coverage Guide 1st Edition	11012	24	none	P&C
	Employment Practices Liability 1st Edition	89254-054	9	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	18660	7	none	P&C
	Personal Auto Coverage Guide 2nd Edition	16390	21	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	11000	11	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	20794	9	none	P&C
	Target Market Series: Truckers 1st Edition	20793	9	none	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	20769	9	none	P&C
	Winning By the Rules-Ethics 2nd Edition	21481	3	none	General (Ethics)
	Workers Compensation Guide 1st Edition	11093	17	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	22168	4	none	Life/Accident & Health/Annuities/Variable
	Case Studies in Ethics & Beneficiary Issues	21982	4	none	General
	Distribution Planning	14208	8	none	Life & Health
	Equity Indexed Annuities Explained	21535	4	none	Life & Health
	Estate Planning	11075	9	none	Life & Health
	Introduction to Annuities	10335	14	none	Life & Health
	Introduction to Financial Planning for Seniors	11043	17	none	Life & Health
	Introduction to Life Insurance	10852	9	none	Life & Health
	Introduction to Long Term Care	10840	18	none	Life & Health
	Introduction to Medicare	22769	4	none	Life/Accident & Health/Annuities/Variable
	Introduction to Universal Life	20996	3	none	Life & Health
	Introduction to Variable Annuities	10796	12	none	Life & Health
	Introduction to Variable Life Insurance	10868	13	none	Life & Health
	Life Insurance Planning	11313	8	none	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	22316	2	none	Life & Health
	403 (b) Plans Explained	22315	1	none	Life & Health
	Ethics in Insurance: Past and Present	20526	5	none	Life & Health
	Business Auto Policy Explained	11959	17	none	Property & Cas
	Businessowners Policy Explained	21435	7	none	Property & Cas
	CGL Explained	11726	19	none	Property & Cas
	Commercial Property Policy Explained	11944	8	none	Property & Cas
	Commercial Umbrella Explained	18288	20	None	Property & Cas
	COPE Explained	13555	6	none	Property & Cas
	Insurance Principles	11194	8	none	Property & Cas
	Introduction to Homeowners	10619	16	none	Property & Cas
	Introduction to Homeowners Endorsement	10265	7	none	Property & Cas
	Introduction to Personal Auto Coverage	10828	13	none	Property & Cas
	Introduction to Personal Umbrella Coverage	10749	8	none	Property & Cas
	Workers Compensation Explained	12668	9	none	Property & Cas
	A Closer Look at Life Settlements	21295	5	none	Life & Health
	A Detailed Introduction to Life Settlements	21243	7	none	Life & Health
	Monitoring & Regulating Life Settlements	21296	5	none	Life & Health
	Present & Future Considerations of Life Settlements	21345	6	none	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				TX Courses good for Producer & Adjuster
32379	The Annuity Handbook 4th Edition	2403	12	8/23/2013	General
	Ethics & Customer Service 2nd Edition	11969	4	12/11/2013	Ethics
	Ethics & The Sale 2nd Edition	2331	3	12/11/2013	Ethics
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	21631	15	12/29/2012	General
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	12229	15	11/8/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	27579	15	9/11/2013	General
	The Tools & Techniques of Estate Planning 14th Edition	2417	12	8/24/2012	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	12223	15	9/6/2012	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	21541	15	12/17/2012	General
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	12217	12	12/8/2013	General
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	84120	10	5/16/2013	General
	Business Interruption Book	26843	15	8/17/2013	General
	Businessowners Policy Coverage Guide 4th Edition	82685	12	1/21/2013	General
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	80781	12	6/23/2012	General
	Condominium Insurance Coverage Guide 1st Ed	85904	6	10/17/2013	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	31183	6	3/29/2012	General
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	2379	12	8/23/2013	General
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	23079	9	3/3/2013	General
	Target Market Series: Truckers 1st Edition	23089	9	3/3/2013	General
	The Tools & Techniques of Risk Management & Insurance 1st Edition	2415	15	6/7/2013	General
	Winning By the Rules 2nd Edition	23091	9	3/3/2013	General
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				TX Courses good for Producer & Adjuster
	Annuities & Suitability Explained	80327	4	5/14/2012	General
	Texas Annuity Certification Course (on NU Training site only)	84620	4	7/7/2013	Cert-Annuity
	2011 Texas Annuity Training Course (NAIC Based - only LIMRA NAIC site)	85463	4	9/12/2013	Cert-Annuity
	Case Studies in Ethics & Beneficiary Issues	31449	4	4/7/2012	Ethics
	Distribution Planning	82341	8	12/8/2012	General
	Equity Indexed Annuities Explained	28391	4	10/30/2013	General
	Estate Planning	82342	7	12/8/2012	General
	Introduction to Annuities	82344	11	12/8/2012	General
	Introduction to Financial Planning for Seniors	82345	11	12/8/2012	General
	Introduction to Life Insurance	2355	6	12/22/2012	General
	Introduction to Long Term Care	21915	12	1/14/2013	General
	Introduction to Medicare	82362	4	12/10/2012	General
	Introduction to Universal Life	26821	3	8/13/2013	General
	Introduction to Variable Annuities	82390	4	12/16/2012	General
	Introduction to Variable Life Insurance	82363	10	12/10/2012	General
	Life Insurance Planning	27043	6	8/20/2013	General
	Non-Qualified Deferred Compensation Plans Explained	81135	2	8/10/2012	General
	403 (b) Plans Explained	81134	1	8/10/2012	General
	Ethics in Insurance: Past and Present	11971	5	11/28/2012	Ethics
	Business Auto Policy Explained	82090	12	11/10/2012	General
	Businessowners Policy Explained	82095	6	11/12/2012	General
	CGL Explained	2309	15	12/12/2012	General
	Commercial Property Policy Explained	30847	6	3/16/2012	General
	Commercial Umbrella Explained	11777	6	8/22/2013	General
	COPE Explained	2321	6	12/12/2012	General
	Insurance Principles	2351	5	12/12/2012	General
	Introduction to Homeowners	82127	12	11/16/2012	General
	Introduction to Homeowners Endorsement	82133	7	11/16/2012	General
	Introduction to Personal Auto Coverage	21713	12	1/5/2013	General
	Introduction to Personal Auto Coverage	11995	12	12/12/2012	General
	Introduction to Personal Umbrella Coverage	21705	8	1/5/2013	General
	Workers Compensation Explained	12237	9	12/12/2012	General
	A Closer Look at Life Settlements	27107	5	8/26/2013	General
	A Detailed Introduction to Life Settlements	26741	8	8/11/2013	General
	Monitoring & Regulating Life Settlements	27109	5	8/26/2013	General
	Present & Future Considerations of Life Settlements	27691	6	9/25/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
8848	The Annuity Handbook 4th Edition	17668	12	none	Life
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	18816	24	none	L&H, Accident
	Group Benefits Disability Specialist	COR-AH-22228	6	none	Accident & Health
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	19278	6	none	Life
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	19123	12	none	L&H, Accident
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	15216	6	none	L&H
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	11807	6	none	Life
	Working with S Corporations 3rd Edition	11191	6	none	Life
	Business Auto Policy Coverage Guide 3rd Edition	25940	10	none	P&C
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	18817	22	none	P&C
	Businessowners Policy Coverage Guide 4th Edition	25542	12	none	P&C
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 3rd Edition	19293	6	none	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	11346	6	none	P&C
	Employment Practices Liability 1st Edition	11193	6	none	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	8786	6	none	P&C
	Personal Umbrella Coverage Guide 1st Edition	11361	6	none	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	14526	6	none	P&C
	Winning By the Rules 2nd Edition	pending snt /28/09			
	Workers Compensation Guide 1st Edition	11573	6	none	P&C
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	24415	4	None	Life
	Case Studies in Ethics & Beneficiary Issues	24264	4	none	Ethics
	Distribution Planning	COR-L-15348	6	None	Life
	Equity Indexed Annuities Explained	23710	4	none	Life
	Estate Planning	COR-L-11495	6	None	Life
	Introduction to Annuities	COR-L-10125	6	None	Life
	Introduction to Financial Planning for Seniors	COR-LAH-11473	6	None	Life, Acc. & Health
	Introduction to Life Insurance	COR-L-11060	6	None	Life
	Introduction to Long Term Care	COR-AH-11052	6	None	Accident & Health
	Introduction to Medicare	25269	4	None	Accident & Health
	Introduction to Universal Life	COR-L-22979	3	None	Life
	Introduction to Variable Annuities	COR-L-10867	6	None	Life
	Introduction to Variable Life Insurance	COR-L-11087	6	None	Life
	Life Insurance Planning	COR-L-1185	6	None	Life
	Non-Qualified Deferred Compensation Plans Explained	24798	2	none	Life & Health
	403 (b) Plans Explained	24797	1	none	Life & Health
	Ethics in Insurance: Past and Present	COR-ETH-14506	6	None	Ethics
	Business Auto Policy Explained	COR-PC-12705	6	None	Property & Cas
	Businessowners Policy Explained	25176	6	none	Property & Cas
	CGL Explained	COR-PC-12498	6	None	Property & Cas
	Commercial Property Policy Explained	COR-PC-12706	6	None	Property & Cas
	Commercial Umbrella Explained	25181	6	none	Property & Cas
	COPE Explained	COR-PC-14525	6	None	Property & Cas
	Insurance Principles	COR-PC-11649	6	None	Property & Cas
	Introduction to Homeowners	COR-PC-10526	6	None	Property & Cas
	Introduction to Homeowners Endorsement	COR-PC-9997	6	None	Property & Cas
	Introduction to Personal Auto Coverage	COR-PC-10966	6	None	Property & Cas
	Introduction to Personal Umbrella Coverage	COR-PC-10780	6	None	Property & Cas
	Workers Compensation Explained	COR-PC-14527	6	None	Property & Cas
	A Closer Look at Life Settlements	23264	5	None	Life
	A Detailed Introduction to Life Settlements	23235	7	None	Life
	Monitoring & Regulating Life Settlements	23314	5	None	Life
	Present & Future Considerations of Life Settlements	23353	6	None	Life

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
107374	The Annuity Handbook 4th Edition	18596	14	7/11/2013	Life, Health
	Ethics & Customer Service 2nd Edition	18602	4	2/1/2014	General
	Ethics & The Sale 2nd Edition	18601	3	2/1/2014	General
	Financial Planning for the Older Client 6th Edition	18583	28	3/16/2013	General
	Group Benefits Disability Specialist	C00803	19	11/6/2012	General
	How to Plan for Baby Boomers 2nd Edition	18644	12	5/12/2012	General
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	18651	24	8/12/2012	General
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	18615	24	8/30/2012	General
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	18645	24	5/12/2012	General
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	18592	20	8/26/2013	Life, Health
	The Variable Annuity Handbook 2nd Edition	18600	15	11/10/2013	Life, Health
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Coverage Guide 2nd Edition	18581	11	3/16/2013	P&C
	Business Auto Policy Coverage Guide 3rd Edition	24012	10	6/8/2013	General
	Business Interruption Book 1st Edition	18617	19	3/5/2013	General
	Businessowners Policy Coverage Guide 3rd Edition	18603	18	8/11/2012	General
	Businessowners Policy Coverage Guide 4th Edition	23814	12	2/22/2013	General
	Commercial General Liability 8th Edition	18599	15	8/30/2013	P&C
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	18652	19	8/12/2012	General
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	18622	8	6/20/2013	General
	Personal Auto Coverage Guide 2nd Edition	18598	14	8/31/2013	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	23210	4	5/18/2012	General
	Case Studies in Ethics & Beneficiary Issues	23137	4	4/7/2012	Ethics
	Distribution Planning	23657	8	12/21/2012	General
	Equity Indexed Annuities Explained	22852	4	11/6/2013	General
	Estate Planning	23658	7	12/21/2012	General
	Introduction to Annuities	18584	11	3/16/2013	General
	Introduction to Financial Planning for Seniors	23659	12	12/21/2012	General
	Introduction to Life Insurance	18587	6	3/16/2013	General
	Introduction to Long Term Care	18610	12	4/27/2013	General
	Introduction to Medicare	23660	4	12/21/2012	General
	Introduction to Universal Life	22524	3	5/14/2013	General
	Introduction to Variable Annuities	18586	10	3/16/2013	General
	Introduction to Variable Life Insurance	23661	10	12/21/2012	General
	Life Insurance Planning	23662	6	12/21/2012	General
	Non-Qualified Deferred Compensation Plans Explained	23346	2	7/20/2012	General
	403 (b) Plans Explained	23347	1	7/20/2012	General
	Ethics in Insurance: Past and Present	18579	5	12/17/2012	Ethics
	Business Auto Policy Explained	23605	12	12/8/2012	General
	Businessowners Policy Explained	23606	6	12/8/2012	General
	CGL Explained	23607	12	12/8/2012	General
	Commercial Property Policy Explained	18590	6	12/10/2013	General
	Commercial Umbrella Explained	18618	6	3/7/2013	General
	COPE Explained	23608	6	12/8/2012	General
	Insurance Principles	23609	5	12/8/2012	General
	Introduction to Homeowners	18585	13	3/16/2013	General
	Introduction to Homeowners Endorsement	23610	7	12/8/2012	General
	Introduction to Personal Auto Coverage	23611	12	12/8/2012	General
	Introduction to Personal Umbrella Coverage	23612	8	12/8/2012	General
	Workers Compensation Explained	23613	3	12/8/2012	General
	A Closer Look at Life Settlements	22672	5	8/10/2013	General
	A Detailed Introduction to Life Settlements	22608	8	7/20/2013	General
	Monitoring & Regulating Life Settlements	22673	5	8/10/2013	General
	Present & Future Considerations of Life Settlements	22716	6	8/13/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
124878	The Annuity Handbook 4th Edition	204595	14	12/31/2012	Life & Health
	Ethics & Customer Service 2nd Edition	204566	4	12/31/2012	OGI (Other General Insurance)
	Ethics & The Sale 2nd Edition	204564	3	12/31/2012	OGI (Other General Insurance)
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	803	19	12/31/2012	Life & Health
	How to Plan for Baby Boomers 2nd Edition	78039	12	12/31/2012	Life, Health
	Ultimate IRA Resource 3rd Edition	204592	26	12/31/2012	LH
	The Tools & Techniques of Charitable Planning 2nd Edition	79184	26	12/31/2012	Life, Health
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	202551	30	12/31/2012	Life, Health
	The Tools & Techniques of Estate Planning 14th Edition	204591	49	12/31/2012	LH
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	78040	33	12/31/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	1050	27	12/31/2012	L&H, ILR (Insurance Laws & Regulations)(4)
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	204599	15	12/31/2012	LH
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	204600	19	12/31/2012	L & H (17), Laws & Regs (2)
	Business Auto Coverage Guide 2nd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	205511	10	12/31/2012	P&C
	Business Interruption Book 1st Edition	66636	19	12/31/2012	OPC (Other Property & Casualty Topics)
	Businessowners Policy Coverage Guide 4th Edition	204563	12	12/31/2012	P&C
	Commercial General Liability 8th Edition	204598	15	12/31/2012	P&C
	Commercial Property Coverage Guide 4th Edition	203725	12	12/31/2012	P&C
	Condominium Insurance Coverage Guide 1st Ed	206063	6	12/31/2012	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	203362	6	12/31/2012	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	79185	19	12/31/2012	P&C
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	67725	8	12/31/2012	OPC (Other Property & Casualty Topics)
	Personal Auto Coverage Guide 2nd Edition	204597	15	12/31/2012	P&C
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	201203	9	12/31/2012	P&C
	Target Market Series: Truckers 1st Edition	201204	9	12/31/2012	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	201205	9	12/31/2012	P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	203568	4	12/31/2012	Life & Health
	Case Studies in Ethics & Beneficiary Issues	203431	4	12/31/2012	Other General Insurance
	Distribution Planning	204508	6	12/31/2012	Life & Health
	Equity Indexed Annuities Explained	202848	4	12/31/2012	Life & Health
	Estate Planning	200594	7	12/31/2012	Life & Health
	Introduction to Annuities	204529	11	12/31/2012	Life & Health
	Introduction to Financial Planning for Seniors	204531	8	12/31/2012	Life & Health
	Introduction to Life Insurance	204533	6	12/31/2012	Life & Health
	Introduction to Long Term Care	204534	8	12/31/2012	Long Term Care Partnership
	Introduction to Long Term Care Insurance	63786	12	12/31/2012	10 - Long Term Care, 2 - LTC Partnership
	Introduction to Medicare	204535	2	12/31/2012	Life & Health
	Introduction to Universal Life	201609	3	12/31/2012	Life & Health
	Introduction to Variable Annuities	204536	8	12/31/2012	Life & Health
	Introduction to Variable Life Insurance	204537	3	12/31/2012	Life & Health
	Life Insurance Planning	204540	6	12/31/2012	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	203904	2	12/31/2012	Life & Health
	403 (b) Plans Explained	203905	1	12/31/2012	Life & Health
	Ethics in Insurance: Past and Present	202849	5	12/31/2012	OGI (Other General Insurance)
	Business Auto Policy Explained	202649	14	12/31/2012	Property & Casualty
	Businessowners Policy Explained	202643	7	12/31/2012	Property & Casualty
	CGL Explained	202690	16	12/31/2012	Property & Casualty
	Commercial Property Policy Explained	202691	6	12/31/2012	Property & Casualty
	Commercial Umbrella Explained	66637	6	12/31/2012	Property & Casualty
	COPE Explained	204260	3	12/31/2012	Property & Casualty
	Insurance Principles	204271	5	12/31/2012	Property & Casualty
	Introduction to Homeowners	204273	8	12/31/2012	Property & Casualty
	Introduction to Homeowners Endorsement	204274	7	12/31/2012	Property & Casualty
	Introduction to Personal Auto Coverage	204282	8	12/31/2012	Property & Casualty
	Introduction to Personal Umbrella Coverage	204285	8	12/31/2012	Property & Casualty
	Workers Compensation Explained	203407	9	12/31/2012	Property & Casualty
	A Closer Look at Life Settlements	202381	5	12/31/2012	Life & Health
	A Detailed Introduction to Life Settlements	202342	7	12/31/2012	Life & Health
	Monitoring & Regulating Life Settlements	202404	5	12/31/2012	Life & Health
	Present & Future Considerations of Life Settlements	202472	6	12/31/2012	Life & Health

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
1100	The Annuity Handbook 4th Edition	604341	11	7/8/2013	Life, Health
	Ethics & Customer Service 2nd Edition	604234	3	6/5/2013	Ethics
	Ethics & The Sale 2nd Edition	604235	3	6/5/2013	Ethics
	Financial Planning for the Older Client 6th Edition	606267	24	9/30/2012	Life, Health
	Group Benefits Disability Specialist	603160	13	10/23/2012	General
	How to Plan for Baby Boomers 2nd Edition	601865	9	2/5/2012	General
	Ultimate IRA Resource 3rd Edition	352396	24	10/31/2012	General
	The Tools & Techniques of Charitable Planning 2nd Edition	603822	4	3/23/2013	L&H, Ethics(1)
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	604578	24	8/21/2013	General
	The Tools & Techniques of Estate Planning 14th Edition	349163	24	8/21/2012	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	605413	15	3/17/2012	L&H, Ethics (1)
	The Tools & Techniques of Life Insurance Planning 4th Edition	602325	24	4/24/2012	Life, Health
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	604504	17	8/7/2013	General
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	604596	10	8/25/2013	General
	Working with S Corporations 3rd Edition	170473	18	11/13/2012	L&H, Ethics (3)
	Business Auto Coverage Guide 2nd Edition	208253	7	10/28/2012	P&C
	Business Auto Policy Coverage Guide 3rd Edition	607064	7	5/19/2013	General
	Business Interruption Book 1st Edition	603454	10	1/13/2013	General
	Businessowners Policy Coverage Guide 4th Edition	606266	12	9/30/2012	P&C
	Commercial General Liability 8th Edition	603451	14	1/13/2013	General
	Commercial Property Coverage Guide 3rd Edition	352385	24	10/31/2012	General
	Commercial Property Coverage Guide 4th Edition	605897	13	7/20/2012	General
	Condominium Insurance Coverage Guide 1st Ed	607576	5	10/14/2013	General
	D&O Liability: Exposure, Risk Management & Insurance Coverage	605513	4	4/6/2012	P&C
	E-coverage Guide 1st Edition	603450	10	1/13/2013	General
	Employment Practices Liability 1st Edition	603452	4	1/13/2013	General
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	604190	5	5/22/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	222442	12	8/6/2013	P&C, Ethics (3)
	Personal Umbrella Coverage Guide 1st Edition	604594	4	8/25/2013	General
	Problem Issues in CGL 1st Edition	605355	9	3/8/2012	P&C
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	604595	24	8/25/2013	General
	Winning By the Rules 2nd Edition	604791	11	10/8/2013	General (includes 3 Ethics)
	Workers Compensation Guide 1st Edition	603447	6	1/13/2013	General
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	605730	3	5/25/2012	General (includes 1 Ethics)
	Case Studies in Ethics & Beneficiary Issues	605480	5(4E)	3/31/2012	General (includes 4 Ethics)
	Distribution Planning	none	none	none	none
	Equity Indexed Annuities Explained	605261	4	2/22/2012	Life
	Estate Planning	606652	1	1/28/2013	General
	Introduction to Annuities	605737	7	5/25/2012	General
	Introduction to Financial Planning for Seniors	603448	8	1/13/2013	General
	Introduction to Life Insurance	606476	4	12/14/2012	General
	Introduction to Long Term Care	244411	18	11/8/2012	General Including 3 Ethics
	Introduction to Medicare	none	none	none	none
	Introduction to Universal Life	604124	2	5/4/2013	General
	Introduction to Variable Annuities	243034	12	9/28/2012	General Including 2 Ethics
	Introduction to Variable Life Insurance	244833	13	11/17/2012	General Including 2 Ethics
	Life Insurance Planning	252593	8	5/2/2013	General
	Non-Qualified Deferred Compensation Plans Explained	606431	2	11/29/2012	General
	403 (b) Plans Explained	606093	1	8/26/2012	General
	Ethics in Insurance: Past and Present	603261	3	11/24/2012	Ethics
	Business Auto Policy Explained	606410	9	11/24/2012	General
	Businessowners Policy Explained	606411	5	11/24/2012	General
	CGL Explained	604503	10	8/7/2013	General
	Commercial Property Policy Explained	none	none	none	none
	Commercial Umbrella Explained	603453	4	1/13/2013	General
	COPE Explained	603828	3	3/23/2013	General
	Insurance Principles	603723	4	3/6/2013	General
	Introduction to Homeowners	606035	6	8/16/2012	General
	Introduction to Homeowners Endorsement	235192	7	4/26/2012	General
	Introduction to Personal Auto Coverage	243852	13	10/19/2012	General
	Introduction to Personal Umbrella Coverage	242286	6	9/14/2012	General
	Workers Compensation Explained	603446	4	1/13/2013	General
	A Closer Look at Life Settlements	604462	4	7/28/2013	General
	A Detailed Introduction to Life Settlements	604363	6	7/11/2013	General
	Monitoring & Regulating Life Settlements	604463	4	7/28/2013	General
	Present & Future Considerations of Life Settlements	604527	6	8/10/2013	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
S10060	The Annuity Handbook 4th Edition	none	none	none	none
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	8081	12	6/30/2012	General
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	none	none	none	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	none	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	none	none
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	95777	10	6/30/2012	General
	Business Interruption Book 1st Edition	none	none	none	none
	Businessowners Policy Coverage Guide 3rd Edition	none	none	none	none
	Businessowners Policy Coverage Guide 4th Edition	9703	12	6/30/2012	General
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	none	none	none	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	none	none
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	8080	12	6/30/2012	General
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	none	none
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	none	none	none	none
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	none	none	none	none
	Target Market Series: Truckers 1st Edition	none	none	none	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	none	none	none	none
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	7894	4	6/20/2012	Annuity
	Case Studies in Ethics & Beneficiary Issues	7897	4	6/30/2012	Ethics
	Distribution Planning	9040	8	6/30/2012	General
	Equity Indexed Annuities Explained	7898	4	6/30/2012	General
	Estate Planning	9041	7	6/30/2012	General
	Introduction to Annuities	7896	11	6/30/2012	General
	Introduction to Financial Planning for Seniors	9043	12	6/30/2012	General
	Introduction to Life Insurance	9028	6	6/30/2012	General
	Introduction to Long Term Care	8079	12	6/30/2012	Long Term Care
	Introduction to Medicare	9027	4	6/20/2012	General
	Introduction to Universal Life	7910	3	6/30/2012	General
	Introduction to Variable Annuities	9044	10	6/30/2012	General
	Introduction to Variable Life Insurance	9042	10	6/30/2012	General
	Life Insurance Planning	9039	6	6/30/2012	General
	Non-Qualified Deferred Compensation Plans Explained	6195	2	6/30/2012	General
	403 (b) Plans Explained	6196	1	6/30/2012	General
	Ethics in Insurance: Past and Present	1183	5	6/30/2012	Ethics
	Business Auto Policy Explained	7903	12	6/30/2012	General
	Businessowners Policy Explained	7904	6	6/30/2012	General
	CGL Explained	7901	12	6/30/2012	General
	Commercial Property Policy Explained	7900	6	6/30/2012	General
	Commercial Umbrella Explained	7899	6	6/30/2012	General
	COPE Explained	8832	6	6/30/2012	General
	Insurance Principles	8833	5	6/30/2012	General
	Introduction to Homeowners	2235	12	6/30/2012	General
	Introduction to Homeowners Endorsement	8852	7	6/30/2012	General
	Introduction to Personal Auto Coverage	8853	12	6/30/2012	General
	Introduction to Personal Umbrella Coverage	8850	8	6/30/2012	General
	Workers Compensation Explained	7895	3	6/30/2012	General
	A Closer Look at Life Settlements	7907	5	6/30/2012	General
	A Detailed Introduction to Life Settlements	7908	8	6/30/2012	General
	Monitoring & Regulating Life Settlements	7906	5	6/30/2012	General
	Present & Future Considerations of Life Settlements	7905	6	6/30/2012	General

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
21112	The Annuity Handbook 4th Edition	58838	13	9/5/2013	Life, Health
	Ethics & Customer Service 2nd Edition	none	none	none	none
	Ethics & The Sale 2nd Edition	none	none	none	none
	Financial Planning for the Older Client 6th Edition	none	none	none	none
	Group Benefits Disability Specialist	61152	20	11/4/2012	Accident & Health
	How to Plan for Baby Boomers 2nd Edition	none	none	none	none
	Ultimate IRA Resource 3rd Edition	58841	15	9/5/2013	Life, Health
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	none	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	none	none
	The Tools & Techniques of Estate Planning 14th Edition	60227	24	5/22/2012	Life, Health
	The Tools & Techniques of Financial Planning 9th Edition	none	none	none	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	none	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	61250	24	11/21/2012	Life, Health
	The Ultimate Trust Resource 2nd Edition	none	none	none	none
	The Variable Annuity Handbook 2nd Edition	none	none	none	none
	Working with LLCs & FLPs 2nd Edition	none	none	none	none
	Working with S Corporations 3rd Edition	none	none	none	none
	Business Auto Policy Coverage Guide 3rd Edition	65574	10	5/19/2013	Property & Casualty
	Business Interruption Book 1st Edition	57865	23	3/25/2013	P&C
	Businessowners Policy Coverage Guide 4th Edition	64945	12	2/4/2013	P&C
	Commercial General Liability 8th Edition	none	none	none	none
	Commercial Property Coverage Guide 4th Edition	63949	12	6/30/2012	P&C
	Condominium Insurance Coverage Guide 1st Ed	66242	6	10/17/2013	P&C
	D&O Liability: Exposure, Risk Management & Insurance Coverage	63541	6	4/5/2012	P&C
	E-coverage Guide 1st Edition	none	none	none	none
	Employment Practices Liability 1st Edition	none	none	none	none
	Homeowners Coverage Guide 3rd Edition	none	none	none	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	58622	4	7/20/2013	P&C
	Personal Auto Coverage Guide 2nd Edition	none	none	none	none
	Personal Umbrella Coverage Guide 1st Edition	58772	6	8/13/2013	P&C
	Problem Issues in CGL 1st Edition	none	none	none	none
	Target Market Series: Contractors 1st Edition	61667	9	3/6/2013	P&C
	Target Market Series: Truckers 1st Edition	61666	9	3/6/2013	P&C
	The Tools & Techniques of Risk Management & Insurance 1st Edition	none	none	none	none
	Winning By the Rules 2nd Edition	61668	9	3/6/2013	P&C
	Workers Compensation Guide 1st Edition	none	none	none	none
	E-Learning Courses				PRODUCER CREDIT ONLY!! - UNLESS OTHERWISE NOTED
	Annuities & Suitability Explained	63751	4	5/14/2012	Annuity Suitability
	Case Studies in Ethics & Beneficiary Issues	63603	4	4/7/2012	Ethics
	Distribution Planning	64780	6	12/10/2012	Life & Health
	Equity Indexed Annuities Explained	62913	4	11/5/2013	Life
	Estate Planning	64781	7	12/10/2012	Life & Health
	Introduction to Annuities	64788	10	12/13/2012	Life & Health
	Introduction to Financial Planning for Seniors	64791	12	12/13/2012	Life & Health
	Introduction to Life Insurance	64792	6	12/13/2012	Life & Health
	Introduction to Long Term Care	58279	12	5/23/2013	Life & Health
	Introduction to Medicare	64793	3	12/13/2012	Life & Health
	Introduction to Universal Life	62053	3	5/13/2013	Life & Health
	Introduction to Variable Annuities	64795	9	12/22/2012	Life & Health
	Introduction to Variable Life Insurance	64796	4	12/22/2012	Life & Health
	Life Insurance Planning	64797	6	12/22/2012	Life & Health
	Non-Qualified Deferred Compensation Plans Explained	64137	2	8/9/2012	Life & Health
	403 (b) Plans Explained	64138	1	8/9/2012	Life & Health
	Ethics in Insurance: Past and Present	61278	5	12/2/2012	Ethics credits
	Business Auto Policy Explained	64669	12	11/9/2012	Property & Casualty
	Businessowners Policy Explained	64677	6	11/9/2012	Property & Casualty
	CGL Explained	64697	12	11/15/2012	Property & Casualty
	Commercial Property Policy Explained	64696	6	11/15/2012	Property & Casualty
	Commercial Umbrella Explained	57866	20	3/25/2013	PC
	COPE Explained	64682	4	11/9/2012	Property & Casualty
	Insurance Principles	64688	5	11/15/2012	Property & Casualty
	Introduction to Homeowners	64692	12	11/15/2012	Property & Casualty
	Introduction to Homeowners Endorsement	64693	5	11/15/2012	Property & Casualty
	Introduction to Personal Auto Coverage	64699	10	11/15/2012	Property & Casualty
	Introduction to Personal Umbrella Coverage	64700	7	11/15/2012	Property & Casualty
	Workers Compensation Explained	64681	7	11/9/2012	Property & Casualty
	A Closer Look at Life Settlements	62430	6	8/27/2013	
	A Detailed Introduction to Life Settlements	62349	9	7/2/2013	
	Monitoring & Regulating Life Settlements	62429	6	8/27/2013	
	Present & Future Considerations of Life Settlements	62475	7	8/21/2013	

PROV. NO.	APPROVED COURSE (as filed with state)	COURSE NO.	CREDITS	EXP. DATE	Credit Category
	Book Courses				OK for Producers and Adjusters
5358	The Annuity Handbook 4th Edition	13540	14	None	Life, General
	Ethics & Customer Service 2nd Edition	14248	4	None	Ethics
	Ethics & The Sale 2nd Edition	14247	3	None	Ethics
	Financial Planning for the Older Client 6th Edition	none	none	None	none
	Group Benefits Disability Specialist	17187	19	None	
	How to Plan for Baby Boomers 2nd Edition	none	none	None	none
	Ultimate IRA Resource 3rd Edition	none	none	None	none
	The Tools & Techniques of Charitable Planning 2nd Edition	none	none	None	none
	The Tools & Techniques of Employee Benefit & Retirement Planning 11th Edition	none	none	None	none
	The Tools & Techniques of Estate Planning 14th Edition	none	none	None	none
	The Tools & Techniques of Financial Planning 9th Edition	none	none	None	none
	The Tools & Techniques of Life Insurance Planning 4th Edition	none	none	None	none
	The Tools & Techniques of Life Settlement Planning 1st Edition	none	none	None	none
	The Ultimate Trust Resource 2nd Edition	11355	15	None	P&C
	The Variable Annuity Handbook 2nd Edition	1320	15	None	Life, Health
	Working with LLCs & FLPs 2nd Edition	8871	15	None	Life, Health
	Working with S Corporations 3rd Edition	2374	15	None	Life, Health
	Business Auto Coverage Guide 2nd Edition	13566	11	None	General
	Business Auto Policy Coverage Guide 3rd Edition	19695	10	None	Company
	Business Interruption Book 1st Edition	15356	19	None	P&C
	Businessowners Policy Coverage Guide 3rd Edition	none	none	None	none
	Businessowners Policy Coverage Guide 4th Edition	19401	12	None	Company
	Commercial General Liability 8th Edition	13567	15	None	General
	Commercial Property Coverage Guide 4th Edition	none	none	None	none
	D&O Liability: Exposure, Risk Management & Insurance Coverage	none	none	None	none
	E-coverage Guide 1st Edition	8597	15	None	P&C
	Employment Practices Liability 1st Edition	672	9	None	P&C
	Homeowners Coverage Guide 3rd Edition	none	none	None	none
	Homeowners Coverage Guide 4th Edition	none	none	none	none
	Insuring to Value 2nd Edition	none	none	None	none
	Personal Auto Coverage Guide 2nd Edition	13565	15	None	General
	Personal Umbrella Coverage Guide 1st Edition	8578	9	None	P&C
	Problem Issues in CGL 1st Edition	none	none	None	none
	Target Market Series: Contractors 1st Edition	none	none	None	none
	Target Market Series: Truckers 1st Edition	none	none	None	none
	The Tools & Techniques of Risk Management & Insurance 1st Edition	10904	15	None	P&C
	Winning By the Rules 2nd Edition	18029	13	None	3 Ethics 10 General
	Workers Compensation Guide 1st Edition	8671	14	None	P&C
	E-Learning Courses				OK for Producers and Adjusters
	Annuities & Suitability Explained	18582	4	None	Other
	Case Studies in Ethics & Beneficiary Issues	18492	4	None	Ethics
	Distribution Planning	11675	3	None	General
	Equity Indexed Annuities Explained	18098	4	None	Life
	Estate Planning	8678	9	None	General
	Introduction to Annuities	7890	14	None	General
	Introduction to Financial Planning for Seniors	8657	15	None	General
	Introduction to Life Insurance	8415	9	None	General
	Introduction to Long Term Care	8405	15	None	General
	Introduction to Medicare	11015	4	None	General
	Introduction to Universal Life	17856	3	None	General
	Introduction to Variable Annuities	8263	12	None	General
	Introduction to Variable Life Insurance	8499	13	None	General
	Life Insurance Planning	8891	8	None	General
	Non-Qualified Deferred Compensation Plans Explained	18862	2	None	Company
	403 (b) Plans Explained	18863	1	None	Company
	Ethics in Insurance: Past and Present	12806	3	None	General
	Business Auto Policy Explained	19143	12	None	Company
	Businessowners Policy Explained	19148	6	None	Company
	CGL Explained	9300	15	None	General
	Commercial Property Policy Explained	19157	6	None	Other
	Commercial Umbrella Explained	19149	6	None	Company
	COPE Explained	10873	6	None	General
	Insurance Principles	8764	5	None	General
	Introduction to Homeowners	8029	15	None	General
	Introduction to Homeowners Endorsement	7738	7	None	General
	Introduction to Personal Auto Coverage	8310	13	None	General
	Introduction to Personal Umbrella Coverage	8191	8	None	General
	Workers Compensation Explained	10138	9	None	General
	A Closer Look at Life Settlements	17882	5	None	General
	A Detailed Introduction to Life Settlements	17826	8	None	General
	Monitoring & Regulating Life Settlements	17883	5	None	General
	Present & Future Considerations of Life Settlements	17964	6	None	General