

INDEPENDENT STUDY CLASSES

*For all IOWA courses, please add a reporting charge of \$1.00 per credit hour

**For all SOUTH DAKOTA classes, please add a \$20.00 reporting charge

Life and Health Courses

Course Title	Course #	Cost	NE Hours	IA Hours*	SD Hours**
Annuities	114	\$75.00*	21 Life	15 Hrs*	
Estate Planning	115	\$95.00*	24 Life	18 Hrs*	10 L/H**
Retirement Planning	123	\$75.00	21 Life		10 L/H**
Social Security and Medicare	127	\$65.00*	12 L/H	12 Hrs*	
Long Term Care	132	\$75.00*	21 Health	15 Hrs*	8 L/H**
Variable Contracts	136	\$65.00	12 Variable		
Survey of Advanced Sales	138	\$75.00	21 Life		
Long Term Care Suitability	165	\$65.00	15 Health		
Life Insurance Policy Comparisons & Underwriting	171	\$65.00	12 Life		

Property and Casualty Courses

Course Title	Course #	Cost*	NE Hours	IA Hours*	SD Hours
Auto Physical Damage Basics	175	\$75.00*	21 P/C	18 Hrs*	10 P/C**
Commercial Auto Coverage	176	\$75.00*	21 P/C	18 Hrs*	10 P/C**
Commercial Crime Coverage	177	\$65.00	10 P/C		
Commercial General Liability	178	\$75.00*	21 P/C	18 Hrs*	10 P/C**
Personal Auto Coverage	180	\$65.00*	11 P/C	11 Hrs*	10 P/C**
Personal Inland Marine & Watercraft Coverage	181	\$65.00	14 P/C		
Umbrella Liability Coverage	182	\$65.00	14 P/C		
Worker's Compensation Coverage	183	\$65.00*	17 P/C	17 Hrs*	10 P/C**
Personal Auto Rating	184	\$60.00	8 P/C		
Terrorism Coverage for Commercial Lines	187	\$65.00*	9 P/C	9 Hrs*	

Ethics Courses

Course Title	Course #	Cost	NE Hours	IA Hours*	SD Hours
Don't Punt – A Game Plan for Ethics	3E	\$40.00	3 Ethics		
Ethics for the Insurance Professional	129	\$95.00*	24 Ethics	18 Ethics*	
Ethics for the P/C Insurance Professional	130	\$65.00*	15 P/C Ethics	15 Ethics*	
Introduction to Ethics	155	\$50.00	6 Ethics		
The Ethical Insurance Producer	189	\$50.00	3 Life Ethics		

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Call 800-742-7653 to Register

www.careerachievement.com