

A.D. Banker Continuing Education Course Listing

CLASSROOM COURSE TITLE	BAKER UNIVERSITY COURSE NUMBER	COLLEGE CREDIT HOURS
California 4-hour Annuities Training	FIN3076	.5
SITS California Long Term Care Insurance for the Advanced 2004 LTC	FIN3093	1
Annuities 101 - 2004 Annuity Classroom Course	FIN3075	1
Annuity Concepts	FIN3072	1
Annuity Fundamentals	FIN3073	.5
CGL Sections I, II, III and IV	FIN3153	.5
CGL Sections V and VI	FIN3154	.5
Characteristics of Term Life Insurance	FIN3043	.5
Characteristics of Universal Life Insurance	FIN3046	.5
Characteristics of Variable & Variable Universal Life Insurance	FIN3047	.5
Characteristics of Whole Life Insurance	FIN3044	.5
Commercial General Liability Coverage	FIN3152	1
Employee Benefit Planning Design	FIN3013	.5
Employee Benefit Planning Products	FIN3014	.5
Employee Benefits for Today's Employer	FIN3012	1
Estate Planning for the Next Generation	FIN3022	1
Estate Planning Methods	FIN3024	.5
Estate Planning Purpose and Practice	FIN3023	.5
Ethics and the Customer	FIN3114	.5
Ethics in the Insurance Market	FIN3112	1
Financial Planning Design	FIN3032	1
Financial Planning Disciplines	FIN3034	.5
Financial Planning Principles and Processes	FIN3033	.5
Health Insurance - Past, Present and Future	FIN3052	1
Homeowners Defined	FIN3133	.5
Homeowners Package Concepts	FIN3132	1
Homeowners Policy Structure	FIN3134	.5
HSAs in America	FIN3082	1
Income Tax Planning Design	FIN3102	1
Income Tax Planning Methods	FIN3104	.5
Income Tax Planning Rules	FIN3103	.5
Insurance Ethics	FIN3113	.5
Long Term Care Insurance	FIN3064	.5
Long Term Care Partnership	FIN3065	1
LTC Insurance & Partnership Training	FINK1018	1
LTC Insurance, Ethics & Suitability	FINK1019	
Modern Life Insurance Concepts	FIN3045	1
National Flood Insurance Program	FIN3162	.5
Needs and Problems of Aging	FIN3062	1
Needs of an Aging Population	FIN3063	.5
Personal Auto - Liability Coverage	FIN3143	.5
Personal Auto - Property Coverage and Endorsements	FIN3144	.5

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CLASSROOM COURSE TITLE	BAKER UNIVERSITY COURSE NUMBER	COLLEGE CREDIT HOURS
Personal Auto Concepts	FIN3142	1
Practice Management	FIN3092	1
Retirement Income Planning Concepts	FIN3007	1
Retirement Income Planning Design	FIN3008	.5
Retirement Income Planning Concepts	FIN3009	.5
Retirement Planning Design	FIN3003	.5
Retirement Planning for Today's Clients	FIN3002	1
Retirement Planning Products & Alternatives	FIN3004	.5
Risk Management Policies	FIN3124	.5
Risk Management Products	FIN3123	.5
The Evolution of Health Insurance	FIN3053	.5
The Future of Health Insurance	FIN3054	.5
The Future of HSAs	FIN3084	.5
Traditional and Enterprise Risk Management	FIN3122	1
Traditional Life Insurance Concepts	FIN3042	1
Types of Annuities	FIN3074	.5
Understanding the HSAs Strategy	FIN3083	.5

Courses not listed may still be eligible for college credit. Use the information printed on your certificate of completion to fill in the A.D. Banker Course – College Registration Form or contact A.D. Banker directly:

adbankeronline@mail.adbanker.com

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SELF STUDY COURSE TITLE	BAKER UNIVERSITY COURSE NUMBER	COLLEGE CREDIT HOURS
12 Dumb Things Smart People Do with Their Money	FIN3087	2
21st Century Business Risk Concepts	FIN3125	1
21st Century Estate Planning	FIN3025	2
Advanced Commercial Coverages	FIN3188	2
Agribusiness Risk Management	FIN3126	1
Annuities	FIN3079	1
Annuities & Pension Plans	FIN3081	1
Annuities 101 - Three Trees Publishing	FIN3071	1
Annuities 2004	FIN3069	1
Annuities Training Course	FIN3068	.5
Anti-Money Laundering	FIN3280	.5
Aristotle Ethics	FIN3117	3
Baby Boomer Alert	FIN3086	.5
Basics of Homeowners Insurance	FIN3136	1
Business & Benefits	FIN3015	.5
Business Auto Coverage Guide	FIN3183	1
Business Ethics	FIN3115	2
Businessowners Policy Coverage Guide	FIN3184	2
SITS CA Long Term Care Insurance for the Advanced (correspondence) 2004 LTC	FIN3094	1
California Long Term Care 2004 LTC	FIN3061	1
Commercial General Liability	FIN3185	2
Commercial Lines	FIN3095	1
Commercial Property	FIN3186	2
Comparison of Life Insurance Policies	FIN3049	2
Comprehensive Annuity Course	FIN3077	2
Comprehensive Buy Sell Agreements	FIN3303	2
Contemporary Insurance Essentials	FIN3163	2
Contemporary Insurance Essentials Package B	FIN3164	3
Contemporary Property & Casualty Fundamentals	FIN3172	3
Controlling Assets with Living Trusts	FIN3251	1
e-Coverage Guide	FIN3350	1
Effective Property & Casualty Solutions	FIN3173	2
EPL: Guide to Exposures & Coverages	FIN3305	.5
e-risk: Liabilities in a Wired World	FIN3351	1
Estate Planning	FIN3026	.5
Estate Planning & Preservation	FIN3027	2
Ethics & Customer Service	FIN3110	.5
Ethics & the Sale	FIN3111	.5
Ethics for the Insurance Professional	FIN3116	.5
Ethics in the Workplace	FIN3118	1

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4 Hr Ethics Training Course	FIN3109	.5
Financial Planning for Baby Boomer Client	FIN3036	1
Financial Planning for the Older Client	FIN3037	2
Financial Planning Strategies	FIN3035	1
Financial Products	FIN3202	.5
Financial Terms & Definitions	FIN3203	1
Getting It Issued	FIN3306	1
Group Life Insurance Handbook	FIN3041	1
California Updated Complete Guide to Health Insurance	FIN3056	2
Heads I Win, Tails You Lose	FIN3127	2
Health Issues in America	FIN3316	3
Homeowners Coverage Guide	FIN3135	2
Identity Theft: Educating Your Clients	FIN3281	.5
Identifying Insurance Fraud	FIN3412	1
Insuring the Lease Exposure	FIN3304	2
Investigating the Claim	FIN3477	2
Investment Securities	FIN3225	1
Legal Issues in P&C Insurance	FIN3174	1
Life & Health Insurance Essentials	FIN3050	1
Life Insurance & Financial Security	FIN3040	1
Life Insurance & Its Applications	FIN3051	2
Long Term Care	FIN3067	2
Long Term Care Partnership		1
Modern Retirement Planning	FIN3005	2
P&C Risks, Hazards & Exposures	FIN3189	2
Personal & Commercial Auto Insurance	FIN3146	1
Personal Auto Coverage Guide	FIN3145	1
Personal Lines	FIN3096	1
Personal Umbrella Coverage Guide	FIN3308	.5
Preserving Assets with Long-Term Care - 2004 LTC	FIN3066	1
Preserving Income with Annuities 2004	FIN3078	1
Principles of Financial Statement Analysis	FIN3204	1
Professional Estate Planning with Annuities	FIN3028	2
Professional Retirement Solutions	FIN3006	3
Property & Casualty Insurance Essentials	FIN3175	1
Protecting Your Business with Insurance	FIN3182	2
Split-Dollar & Other Business Insurance Options	FIN3187	1
Strategic Planning With Living Trusts	FIN3250	1
Structured Settlements	FIN3309	1
Tax Facts Ultimate IRA Resource	FIN3310	2
The Foundation of Investment Options	FIN3226	1
The HSA Strategy: The Future of Health Insurance in America	FIN3085	1
The Integrity Advantage	FIN3119	.5
The Mutual Fund Handbook	FIN3307	2
The Power of Ethical Management	FIN3120	.5
The Sales & Marketing Guide for Equity Index Annuities	FIN3080	1
The Sales & Marketing Guide for Variable Annuities	FIN3070	1

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The Tools & Techniques of Employee Benefit & Retirement Planning	FIN3193	3
The Tools & Techniques Techs of Charitable Planning	FIN3192	2
The Tools & Techniques of Estate Planning	FIN3194	3
The Tools & Techniques of Financial Planning	FIN3195	2
The Tools & Techniques of Life Insurance Planning	FIN3196	2
The Tools & Techniques Risk Management & Insurance	FIN3197	2
The Ultimate Trust Resource	FIN3252	2
Understanding Health & Disability Insurance	FIN3055	2
Understanding Life Insurance Plans & Policies	FIN3048	1
Understanding Managed Care, Medicare & Related Issues	FIN3165	.5
Variable Life Essentials	FIN3311	.5
Variable Products	FIN3302	1
Workers Compensation Guide	FIN3313	1
Working with LLCs & FLPs	FIN3314	1
Working with S Corps	FIN3315	2

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