

## Insurance Continuing Education for the CIMA®, CIMC®, and CPWA® Certifications

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Updated 9/17/2015

Course Name	Delivery Method	IMCA Eligible Hours	Approved for Ethics Hours
2011 Texas Annuity Training Course	Self-Study	4	
401(k) Plans, 5th Edition Revised	Self-Study	5	
Advanced Planning for Senior Needs, 3rd Edition	Self-Study	5	
Advising Clients on Medicare, 1st Edition	Self-Study	2	
AML Best Practices for the Life Insurance Industry, 2nd Edition	Self-Study	5	
AML Training Program for Life Insurance Agents	Self-Study	2	
Annuities for Today's Investor, 1st Edition, 3rd Revision	Self-Study	5	
Annuity Concepts, 2nd Edition, Revised	Self-Study	5	
Annuity Suitability and Disclosure	Self-Study	4	
Annuity Suitability: 4-Hour Training Course, 2nd Edition	Self-Study	4	
Annuity Training Course - NAIC/FINRA Rules and Regulations	Self-Study	5	
Anti-Money Laundering Guidelines for Insurers	Self-Study	1	
Anti-Money Laundering Laws and Practices	Self-Study	4	
Anti-Money Laundering Programs for Life Insurance Companies, 1st Edition	Self-Study	2	
Anti-Money Laundering Rules for Insurance Companies	Self-Study	1	
Anti-Money Laundering Standards for the Insurance Industry	Self-Study	2	
Anti-Money Laundering Training for Insurance Professionals	Self-Study	2	
Asset Allocation in Variable Annuities, 1st Edition Revised	Self-Study	5	
Asset Allocation, 1st Edition Revised	Self-Study	4	
Business Insurance Concepts, 10th Edition	Self-Study	5	
California 8-Hour Annuity Training Course, 3rd Edition	Self-Study	5	
Classroom Equivalency Course - Anti-Money Laundering Laws and Practices	Self-Study	3	
Classroom Equivalency Course - ILITS and Estate Planning	Self-Study	2	
Classroom Equivalency Course - Introduction to Life Insurance, 2nd Edition, 3rd Revision	Self-Study	5	
Classroom Equivalency Course - Senior Needs Planning	Self-Study	5	
Classroom Equivalency Course - Texas Insurance Ethics & Consumer Protection	Self-Study	2	
Classroom Equivalency Course - Understanding IRAs, 3rd Edition, Revised	Self-Study	4	
Commercial Property Rating, 10th Edition	Self-Study	5	
Determining Retirement Income Needs, 3rd Edition	Self-Study	1	
Disability Income Insurance, 3rd Edition	Self-Study	5	
Distribution Planning: Required Distributions	Self-Study	5	
Equity-Indexed Annuities, 3rd Edition	Self-Study	3	
Estate Planning Concepts, 12th Edition	Self-Study	5	
Ethical Insurance Producer	Self-Study	5	Ethics course
Ethical Practices, 2nd Edition Revised	Self-Study	4	Ethics course
Ethics at Work	Self-Study	3	Ethics course
Ethics for Property and Casualty Professionals	Self-Study	3	Ethics course
Ethics for the Insurance Professional, 4th Edition	Self-Study	3	Ethics course
Ethics, 3rd Edition	Self-Study	4	Ethics course
Financial Challenges Facing Retirees, 4th Edition	Self-Study	3	
Financial Planning Process, 9th Edition	Self-Study	5	
Financial Products Training Course, 6th Edition	Self-Study	5	
Florida 5-Hour Law and Ethics Update: Health	Self-Study	5	
Florida 5-Hour Law and Ethics Update: Life and Annuity	Self-Study	5	
Florida 5-Hour Law and Ethics Update: Life, Health, and Annuity, 2nd Edition	Self-Study	5	
Health Care Reform, 2nd Edition	Self-Study	2	

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Health Concepts, 19th Edition	Self-Study	5	
Health Savings Accounts, 2nd Edition	Self-Study	4	
Idaho Annuity 4-Hour Training Course	Self-Study	4	
ILITs and Estate Planning, 2nd Edition	Self-Study	2	
Indexed Products	Self-Study	4	
Insurance Ethics and Consumer Protection	Self-Study	4	
Introduction to Advanced Markets, 4th Edition	Self-Study	5	
Introduction to Life Insurance, 2nd Edition, 3rd Revision	Self-Study	5	
Introduction to Trusts: Case Studies, 2nd Edition	Self-Study	3	
Investing Retirement Assets, 3rd Edition	Self-Study	2	
Life Concepts, 18th Edition, Revised	Self-Study	5	
Life Insurance In Action	Self-Study	5	
Life Insurance Policy Comparison and Underwriting, 2nd Edition	Self-Study	5	
Long-Term Care and Partnership Program 4 Hour-Refresher Course, 1st Edition Revised	Self-Study	4	
Long-Term Care and Partnership Program 4 Hour-Refresher Course, 2nd Edition	Self-Study	4	
Long-Term Care and Partnership Programs Initial 8-hour Course	Self-Study	5	
Long-Term Care and Partnership Programs Initial 8-hour Course, 2nd Edition	Self-Study	5	
Long-Term Care Concepts	Self-Study	5	
Long-Term Care Coverage Combined with Annuities and Life Insurance	Self-Study	3	
Long-Term Care Suitability, 2nd Edition	Self-Study	5	
Long-Term Care, 5th Edition Revised	Self-Study	5	
MA Eligibility & LTC Partnership Program	Self-Study	5	
MA Eligibility and the Long-Term Care Partnership Program: Refresher Course	Self-Study	4	
Medicare and Medigap Insurance, 9th Edition	Self-Study	5	
Medicare, 2nd Edition	Self-Study	2	
Needs Analysis, 4th Edition	Self-Study	5	
Principles of Retirement Planning 5th Edition Revised	Self-Study	5	
Principles of Retirement Planning, 6th Edition	Self-Study	5	
Problematic Beneficiary Designations	Self-Study	5	
Qualified and Nonqualified Plans, 3rd Edition	Self-Study	5	
Qualified and Nonqualified Plans, 4th Edition	Self-Study	5	
Retirement Income Strategies	Self-Study	5	
Risk Management, 1st Edition Revised	Self-Study	5	
Section 529 Plans, 2nd Edition	Self-Study	3	
Senior Needs Planning, 5th Edition	Self-Study	5	
Social Security and Medicare, 3rd Edition	Self-Study	5	
South Dakota Long-Term Care Medicaid Training: 1-Hour Course	Self-Study	1	
Suitability for Annuities, 4th Edition	Self-Study	1	
Suitability For Traditional Life And UL Insurance	Self-Study	4	
Taxation of Life Insurance and Annuities, 1st Edition, Revised	Self-Study	5	
Understanding 1035 Exchanges	Self-Study	5	
Understanding IRAs, 4th Edition	Self-Study	5	
Understanding Wills and Intestacy. 2nd Edition	Self-Study	3	
Variable Contracts, 2nd Edition Revised	Self-Study	5	
Variable Contracts: Case Studies, 1st Edition Revised	Self-Study	3	
Workers Compensation Coverage, 4th Edition	Self-Study	5	

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FIC Advanced Course: Introduction to Advanced Markets, 4th Edition	Fraternal	8	
FIC Basic Course Part I - Introduction To Life Insurance, 2nd Edition, 3rd Revision	Fraternal	5	
FIC Basic Course Part II - Ethics For The Insurance Professional, 4th Edition	Fraternal	3	
FIC Intermediate Course - Needs Analysis, 4th Edition	Fraternal	5	
FICF Graduate I - Estate Planning Concepts, 12th Edition	Fraternal	8	
FICF Graduate II - Business Insurance Concepts, 10th Edition	Fraternal	8	
FICF Graduate III - Financial Products Training Course, 6th Edition	Fraternal	5	
2015 Tax Update	Classroom	8	
Annuity Suitability and Disclosure, 2nd Edition	Classroom	4	
Annuity Suitability Training	Classroom	4	
Behavioral Finance I: Why Good People Make Bad Investment Decisions	Classroom	4	
Behavioral Finance II: Overcoming the Obstacles to Investment Success	Classroom	4	
Beneficiary Designations II: The Devil's in the Details, 1st Edition, Revised	Classroom	4	
Beneficiary Designations-Treasure Chest or Time Bomb?, 1st Edition, Revised	Classroom	4	
Business Ethics, 1st Edition, Revised	Classroom	4	Ethics course
Business Planning Grounded in Ethics	Classroom	1	Ethics course
Buying Within Your Budget	Classroom	4	
COBRA Benefits: What You Don't Know Can Hurt Your Clients...and You, 1st Edition, Revised	Classroom	4	
Countdown to Retirement, 2nd Edition	Classroom	8	
Court's in Session: 2015	Classroom	4	
CSI Minnesota: Credit Score Investigation	Classroom	8	
Different Strokes for Different Folks	Classroom	8	
Estate Planning from A to Z	Classroom	8	
Estate Planning Techniques: Understanding Trusts, Buy-Sell Agreements, and Special Planning, 1st Edition, Revised	Classroom	4	
Ethics and Best Business Practices	Classroom	4	Ethics course
Ethics and Regulation in the Insurance Industry	Classroom	4	Ethics course
Ethics for Insurance and Financial Advisors	Classroom	4	Ethics course
Ethics for Insurance and Financial Professionals, 1st Edition, Revised	Classroom	4	Ethics course
Ethics for Insurance Professionals: A Practical Guide	Classroom	3	Ethics course
Financial Planning Cornerstones, 2nd Edition Revised	Classroom	8	
Financial Strategies to Achieve Client Objectives, 2nd Edition, Revised	Classroom	4	
Higher Ethical Standards for Down in the Trenches	Classroom	4	Ethics course
HSAs and HRAs: What Employers and Employees Really Need to Know	Classroom	4	
Income, Flat and Fair Tax: Which is in our Future?, 2nd Edition	Classroom	4	
Incorporate...or Not?	Classroom	4	
Innovations in Group Health Insurance Plans	Classroom	4	
Life Insurance and Annuities: The Effects of Income and Estate Taxation	Classroom	4	
Life Insurance: The Basics and Then Some, 1st Edition, Revised	Classroom	8	
Managing Investment Portfolios: Asset Allocation and Other Techniques	Classroom	8	
Medical Assistance Eligibility and the Long-Term Care Partnership Program (4 hour), 2nd Edition	Classroom	4	
Medical Assistance Eligibility and the Long-Term Care Partnership Program (8 hour), 2nd Edition	Classroom	8	
Medicare and Medicare Supplements: Closing the Coverage Gap, 1st Edition, Revised	Classroom	4	
Medicare from A to D, 2nd Edition, Revised	Classroom	8	
Real Estate Hangover: 4 Steps to Recovery	Classroom	4	
Recognizing the Signs of Insurance Fraud, 2nd Edition	Classroom	4	

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Regulation and Ethics in the Insurance Industry	Classroom	3	Ethics course
Retirement Planning Strategies, 1st Edition, Revised	Classroom	4	
Self Insuring Group Health Insurance Benefits	Classroom	4	
Social Security: Now...and the Future?, 2nd Edition	Classroom	4	
Strategic Default and the Path Back	Classroom	8	
Suitability: Matching the Product to the Need	Classroom	4	
Tackling Eldercare Issues	Classroom	1	
Tax Aspects of Homeownership	Classroom	4	
Tax Traps in Life Insurance and Annuities, 1st Edition, Revised	Classroom	4	
Tax Write-Offs for the Self-Employed, 2nd Edition	Classroom	8	
The Economics of Health Care: What Really Drives the Costs	Classroom	4	
The Ins and Outs of Group Insurance	Classroom	4	
The Tax Impact of Residential Real Estate Investments	Classroom	8	
To Fall and Rise Again: Life After Financial Crisis	Classroom	8	
Understanding Disability Income Insurance, 3-Hour	Classroom	3	
Understanding Eldercare Financing Options	Classroom	4	
Understanding IRAs - Products, Distributions, and Strategies	Classroom	4	
Using Reverse Mortgage as a Proactive Financial Planning Tool	Classroom	4	
We're in Probate—Now What?	Classroom	4	
Wills and Estates of the Rich and Famous	Classroom	4	
Workplace Violence - Preparing for the Unthinkable	Classroom	4	