SmartPros Banking Course Library

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Non-licensed Sales and Service, Management, and Product

Bank Regulatory

Account Ownership - A0144-0B
The Account ownership course explains account ownerships commonly encountered at financial institutions. Each type of ownership is defined, differentiated from other ownerships, and reviewed for considerations important to financial institutions. This course acknowledges that ownership provisions are governed by state law and bank policies. It includes information on IRS requirements for the proper tax identification number, and explains how account owners can delegate transaction authority by way of a power of attorney.

Appraisal Requirements on Residential Real Estate - A0148-0C
This course introduces lenders to the regulatory and professional requirements of compliance for residential real estate appraisal. The Uniform Standards of Professional Appraisal Practices, developed by members of the appraisal profession, are introduced and the process that a lender overseeing a loan application must adhere to is explained.

Bank Secrecy Act - A0102-0C
The Bank Secrecy Act has been controversial since it was first introduced in 1970. This course will provide an overview of the Act, as well as an in depth review of the intricacies of the regulations, a head's up on what the bank examiners are looking for, along with guidance for building a compliance program to address Bank Secrecy at a bank.

Bank Secrecy Act Essentials - A0160-0B
This half-hour Bank Secrecy Act course presents an overview of the critical elements of the Bank Secrecy Act as they apply to branch personnel. It highlights the BSA's main purpose of tracking illegal activities by requiring financial institutions to record and report certain financial transactions. The course also examines the civil and criminal liabilities branch personnel carry for non-compliance.

Community Reinvestment Act – Large Banks - A0105-0C
Community Reinvestment Act – Large Banks provides an introduction to the Act and its regulations, and explains the community development loans, services and investments that federal regulatory agencies consider when testing for CRA compliance. This course explains the specific CRA standards, examinations and ratings for large banks and wholesale or limited purpose institutions, and how a CRA rating ultimately affects a bank. Students will also learn about the requirements for data management and public disclosure of a bank's CRA compliance materials.

Community Reinvestment Act – Small Banks - A0104-0C
Community Reinvestment Act – Small Banks provides an introduction to the Act and its regulations, and explains the community development loans, services and investments that federal regulatory agencies consider when testing for CRA compliance. This course explains the specific CRA standards, examinations and ratings for small banks, and how a CRA rating ultimately affects a bank. Students will also learn about the requirements for data management and public disclosure of a bank's CRA compliance file.

Consumer Loan Documentation - A0158-0B
This course will introduce students to the ways that lenders document their consumer loans. Students will find out what specific loan documents mean and the ways loan documents are used after the loan is closed.

Credit Card Accountability, Responsibility and Disclosure Act of 2009 - A0171-10

This course will increase the participant's knowledge about the landmark CreditCARD Act and new responsibilities it has imposed on virtually all financial institutions that provide consumer credit. It includes the background and purpose of the law, its key requirements, enabling regulations to amend the federal Truth in Lending Act (TILA), and enforcement responsibilities.

Dodd-Frank Wall Street Reform and Consumer Protection Act -- A0172-10

This course is designed to make financial professionals aware of the most important points in the landmark 2010 "Wall Street Reform" legislation that will impact their business and client relationships in the years ahead. It will help professionals stay abreast of many studies and regulations mandated by the Act that will be released gradually over several years. It also will help them understand the impetus behind the Act, key changes in the law, and new opportunities the Act will create for them and their clients.

Ethics for Bankers - A0109-0B

This course describes the important role of ethics in the banking profession and provides examples of the specific ethical obligations that a banker has to clients, employers and principals, and the public. Students will learn about the nature of the special ethical burden that bankers carry; ethical obligations that bankers have when acting as fiduciaries and agents; specific responsibilities of a banker to a client; responsibilities of a banker to various groups; how an ethical professional contributes to the development of an ethical organization; the codes of ethics of The Risk Management Association and the Certified Financial Planner Board of Standards, Inc.; information to help deal with unethical behavior of others; and ethical decision-making.

Fair Credit Reporting Act - A0157-0B

This course covers the major provisions of the Fair Credit Reporting Act (FCRA), and how it affects the daily operations of banks and other financial institutions. Major topics include the content of consumer credit reports, how banks use consumer credit reports, adverse action procedures, disputed information procedures, and methods to protect the privacy of consumer financial information. This course also compares the privacy provisions of the FCRA and the Gramm-Leach-Bliley Act.

Fair Lending - A0150-0B

United States lending practices changed dramatically during the 20th century. In the 1930s, federal deposit insurance laws created regulations to limit losses to banks in order to protect the federal deposit insurance fund. And in the 1960s, the Equal Credit Opportunity Act and the Fair Housing Act were passed. This course outlines the specifics of the Equal Credit Opportunity Act and the Fair Housing Act, and addresses their wide-ranging effects on lending practices past, present and future.

FDIC Insurance Requirements - A0132-0A

The FDIC was created to increase public confidence in the U.S. banking system. The FDIC Insurance Requirements course enables financial professionals to understand all aspects of FDIC Insurance coverage, including some recent changes in regulations. Following a brief history of events that led to the creation of the FDIC, this course covers the basics of insurance coverage, its impact on depositors, details of the more complex aspects of coverage, and what happens when a bank closes its doors.

Flood Disaster Protection Act - A0152-0B

This course outlines the responsibilities of financial institutions to comply with flood protection law that has evolved from 1968 to the most recent amendment in 1994. Beginning with voluntary national flood insurance in 1968, flood protection requirements have become mandatory for designated loans by covered financial institutions. This course covers designated loans and the responsibilities of the covered financial institutions. This course also covers the options and responsibilities of communities identified by FEMA as being in a flood hazard area and the variables affecting flood coverage limits.

Gramm-Leach-Bliley Act (GLBA) - A0151-0B

The Gramm-Leach-Bliley Act (GLBA) is a large-scale piece of legislation that effects modernization of the financial services industry. The evolution of the financial services industry has necessitated a series of changes to the structure of the companies that provide financial services. And, with the changes of the structure, regulatory modifications have become essential. All of these changes are addressed by the GLBA. This course offers a bird's-eye view of the Gramm-Leach-Bliley Act. Students will learn about the background of the GLBA, the 7 titles that compose the GLBA, and the effect of those titles on the financial services industry.

Interest on Deposits - A0149-0B

A lot goes into setting the numbers that are seen on a bank's rate board. Interest on Deposits takes a behind-the-scenes look at that process. Students may never look at a rate board the same way again. This course covers the regulations that govern the paying of interest on deposits and the history of these regulations. Also covered are the 2 main laws pertaining to this topic, and how banking regulators interpret these laws. This course will also explain different types of accounts and their restrictions, and methods banks use to calculate interest paid on deposits.

Introduction to Consumer Lending - A0153-0B

Introduction to Consumer Lending explains consumer lending, the various consumer loan options, and the roles that different lending employees play in the loan process. This course provides the basics of the consumer loan process, including application, underwriting, finalization and disbursement, loan servicing, and collection practices. Finally, this course covers federal regulations that affect consumer lending.

Office of Foreign Assets Control (OFAC) - AOOFACOA

The Office of Foreign Assets Control (OFAC) is a U.S. government agency that enforces economic sanctions programs. This course provides an overview of OFAC's mission. It also explains how to identify, handle, and report transactions restricted by OFAC.

Privacy of Consumer Financial Information – Banks - A0155-0B

This course covers the provisions of the privacy protection regulations required by the Gramm-Leach-Bliley Act for banks. It reviews the requirements for content and delivery of initial, annual, and revised privacy notices plus "simplified" notices and "short-form" initial notices. It explains the "opt out" provision and the extensive exceptions and disclosure limits.

Real Estate Settlement Procedures Act (RESPA) - A0113-0C

This course explains the requirements of the Real Estate Settlement Procedures Act of 1974, otherwise referred to as RESPA. The law was given to the Secretary of the Department of Housing and Urban Development (HUD) to implement. This implementation—that is, the specific rules designed to carry out the will of Congress known as Regulation X.

Regulation AA: Unfair or Deceptive Acts or Practices - A0154-0B

This course presents a general overview of the history, purpose and scope of the Federal Reserve System regulation, Unfair or Deceptive Acts or Practices (Regulation AA). Regulation AA contains the Credit Practices Rule (Subpart B), which sets standards of conduct for extension of credit to consumers by the banking industry. Through practical explanations, students gain knowledge about applying the Credit Practices Rule, including credit contract provisions, state exemptions, and complaint procedures.

Regulation B: Equal Credit Opportunity Act - A0114-0C

This course examines Regulation B. Students will learn about the Equal Credit Opportunity Act, and the scope and purpose of the regulation that implements the Act. Application practices that are discriminatory according to Regulation B are discussed. Guidelines for collecting information that may be related to prohibited categories are examined and examples are given. Rules for applications for credit involving a residence are explained. There is discussion and examples relating to specific rules for evaluating applications using information that may be related to prohibited categories. The requirements for determining an individual's creditworthiness are explained. Various financial scenarios are examined in terms of signatures that may be required in order to grant credit. The notification requirements for various actions are described. Finally, record retention and the consequences of non-compliance are explored.

Regulation B: Equal Credit Opportunity Act – In Depth - A0115-0C

This course examines the Equal Credit Opportunity Act (ECOA) and its implementing regulations, which are collectively referred to as Regulation B. in detail. Students will learn about the scope and purpose of ECOA and Regulation B. Credit application practices that are discriminatory according to Regulation B are discussed. Guidelines for collecting information that may be related to prohibited categories are examined and examples are given. Rules for applications for credit involving a residence are explained. There is discussion (and examples) relating to specific rules for evaluating applications using information that may be related to prohibited categories. The requirements for determining an individual's creditworthiness are explained. Various financial scenarios are examined in terms of signatures that may be required in order to grant credit. The notification requirements for various actions are described. Finally, obligations regarding furnishing credit information, record retention, self-testing and the consequences of non-compliance are explored.

Regulation C: Home Mortgage Disclosure Act - A0116-0C

This course gives an overview of the Act, Home Mortgage Disclosure (Regulation C), which was designed to level the playing field when it comes to home financing.

Regulation C: Home Mortgage Disclosure Act – In Depth - A0117-0C

This course gives a detailed analysis of Regulation C (the regulation that implements the Home Mortgage Disclosure Act), which was designed to level the playing field when it comes to home financing.

Regulation CC: Expedited Funds Availability Act - A0118-0D

Regulation CC covers availability of funds and policy disclosure, as well as collection of checks. This course introduces the concept of funds availability and defines the terms necessary to understand availability schedules. Specific availability schedules for various funds are explained and practical examples are provided for student practice. Six exceptions to funds availability requirements are discussed and detailed practice examples are given. Disclosure requirements are explained and various practices that Regulation CC does not prohibit are identified. Collection of checks is not covered in the course.

Regulation DD: Truth in Savings - A0127-0D

This course provides the basics of Regulation DD, the implementing regulation for the Truth in Savings Act. This course provides financial institutions with detail about what's required to maintain compliance with the requirements of Regulation DD. Regulation DD: Truth in Savings presents a basic overview of Regulation DD, required disclosures and disclosure timing, care for ongoing communications, the rules on time accounts, advertising regulations, and recording compliance with TIS.

Regulation E: Electronic Funds Transfer - A0119-0C

This course covers the key provisions of Regulation E: disclosures, customer notices, requirements for preauthorized transfers, error resolution, and consumer liability for unauthorized transfers. It also reviews new electronic transfer services, such as Internet banking, and how Regulation E applies to them.

Regulation GG: Prohibition on Funding of Internet Gambling - A0170-10

This course reviews the purpose and background of legislation and regulations designed to prohibit the funding of Internet gambling through transactions through designated payment systems and financial transaction providers. It will increase banking employees' awareness of responsibilities under the law and regulations and summarize key terms and requirements of supervisors.

Regulation O: Credit to Insiders Act - A0120-0C

This course presents an in-depth analysis of Regulation O, the implementing regulation of the Credit to Insiders Act. Regulation O prohibits banks from showing favoritism to their executive officers, directors and principal shareholders (insiders) when extending credit to them or their related interests. Students will learn about the background and basics of Regulation O, who is subject to the regulation, credit terms, how much credit a bank can extend to whom, records, and correspondent accounts.

Regulation U: Margin Stock Act - A0121-0B

This course gives a detailed analysis of the Margin Stock Act. The purpose of Regulation U is to limit the amount of credit available to the securities market in an effort to mitigate market volatility.

Regulation Z: Truth in Lending - A0122-0B

Regulation Z was implemented to assist consumers, who had been frequently misled about the true cost of credit. In addition, a national standard was necessary so consumers could properly compare different types of loans. This course will provide a solid summary of Regulation Z and the Truth in Lending Act.

Residential Mortgage Regulations - A0128-0B

Residential Mortgage Regulations presents a broad overview, covering 7 major regulations that impact mortgage lending. Those regulations include Equal Credit Opportunity, Home Mortgage Disclosure, Real Estate Settlements and Procedures, Truth in Lending, Community Reinvestment, Fair Housing, and Fair Credit Reporting. After completing this course, students will have a better understanding of the broad sweep of the regulatory agencies and the laws they enforce. Students will also learn about each of the 7 major regulations and the requirements they place on organizations.

Right to Financial Privacy - A0123-0B

The Right to Financial Privacy Act governs Government authority access to financial information maintained by financial institutions. The intent of the Act is to address concerns that governmental agencies were gaining access to citizens' private financial information, without due process. This course covers those and other aspects of the Act.

Servicemembers Civil Relief Act (SCRA) - A0173-11

This course increases participants' awareness of the Servicemembers Civil Relief Act (SCRA), including provisions they will encounter in working with active-duty military servicemembers and their dependents. The requirements of this 2003 law affect employees who assist servicemembers and dependents in 1) mortgage loans; 2) home evictions or foreclosures; 3) installment and lease contracts; 4) consumer credit relationships; and 5) life insurance. The course covers the background of the law, its purpose, key provisions, enforcement and penalties. It also offers guidelines for effectively communicating with servicemembers and handling their loans and documents; it includes case situations to demonstrate compliant, productive work behaviors.

Non-licensed Sales and Service, Management, and Product

Advanced Supervision - A0140-0A

This course is designed for the financial services manager or project leader with responsibility for supervising or managing the activities of other employees. Each lesson covers a group of advanced supervision concepts with examples drawn from banking, accounting, and investment environments.

Analyzing Financial Statements - A0136-0A

This course provides the basic knowledge needed to start analyzing and understanding financial statements: an understanding of introductory financial statement concepts; the knowledge and skills needed to conduct basic analysis of balance sheets, income statements and cash flow statements; and practical experience through hands-on applications of basic financial analysis concepts.

Annuities Overview - A0101-0B

This course introduces the insurance company financial contracts known as annuities. The course details Annuities and all related topics, including a detailed definition of each type of annuity and issues of taxation, benefits, payout options, contributions, and distributions. In Lessons 1 and 2, students learn that fixed and variable annuities give investors the choice between a traditional investment with guaranteed returns, and a personally managed investment with increased risk and a potential for higher returns. Various options for annuity premium payments and payouts are explained. Lessons 3 through 6 discuss tax-sheltered annuity plans. Students learn the benefits and general rules first. Qualified employers are identified and the types of contributions are explained. Tax issues (such as limits on contributions) and distribution rules are described in detail. In Lesson 7, students learn specific rules for calculating the taxable portion of annuity payments.

Auto Insurance - A0142-0A

Understanding the automobile policy is essential to ensuring adequate coverage and avoiding surprises in the event of a claim. This course will put students on the right road to that crucial comprehension, and will provide directional advice about securing state-specific auto policy information. Auto Insurance provides a broad overview of the automobile policy, including such important issues as standard liability coverage, state specific coverage, vehicle coverage, additional coverage considerations, and high-risk issues.

Client-Focused Business Development for Bankers - A0103-0B

This business development course presents general sales concepts, terms and approaches as well as specific tactics for developing leads, approaching customers, assessing customer needs, asking for business, overcoming objections and following up after the initial sale. Through sample scripts and student practice, you'll learn techniques to improve effectiveness at various steps in the sales cycle. You'll recognize effective methods to conduct a needs analysis meeting with a decision-maker, in order to obtain the information you need to write a proposal. This course provides sample scripts demonstrating methods to obtain information from a prospect. This course defines the important elements of presentation meetings, and the steps for developing and making a successful presentation. Students will learn effective ways to overcome objections, to present cost in terms of value, to recognize signs that a customer is willing to buy, and to close a sale smoothly. Finally, this course will describe the importance of business development's continuing involvement after the sale.

Contributions to Individual Retirement Accounts - A0106-0D

An IRA is a personal savings plan that offers federal tax advantages. Depending on the type of IRA, the funds can be used for retirement or certain education expenses. Learn all about the different types of IRAs in Contributions to IRAs. This course presents the overall advantages and limitations of Traditional, Roth, and Education IRAs. Students will learn about specific requirements for each type of IRA, and review detailed explanations in terms of eligibility, contribution requirements and limits, deductibility, transfers, and penalties.

Customer Service - A0130-0A

This course is designed for the financial services manager or project leader with responsibility for departmental or company-wide customer service improvement. Each lesson will cover a group of general customer service concepts with examples drawn from banking, accounting, and investment environments.

Dealing with Challenging Customers - A0138-0A

Despite doing everything you can to please your customers, there will be times when you're faced with customers who are unhappy. Understanding the cause of their displeasure, and how you should handle the situation will help you to serve all customers better. This course is designed to take you through the process of understanding, handling, and retaining challenging customers. It presents strategies for understanding difficult customers, techniques for diffusing tense situations, and solutions for providing the resolution that a customer demands.

Deceptive Sales Practices in Insurance - A0159-0A

This course is designed for the financial services professional who is involved in the sale of insurance. The course provides an overview of improper sales tactics that are frowned upon by state insurance regulators and may even be a violation of the criminal code. The course discusses a wide range of deceptive sales tactics and gives practical examples of each. The course then moves to a discussion of the legal actions that may result from utilizing these improper sales tactics, as well as other ramifications. But most importantly, the course addresses the long-term harm to customers, the salesperson and the industry caused by unethical salespeople who utilize deceptive tactics in the sale of insurance.

Defined Contribution Plans - A0129-0C

The modern work environment has witnessed a dramatic shift from defined benefit plans to employer-sponsored contribution plans. This course introduces the presently popular concept of the defined contribution plan, and details the various types of plans available. Students will learn how the defined contribution plan fits within the qualified retirement plan market, and the specific reasons for its rise in popularity over the last 20 years.

Disability Insurance - A0146-0A

This course will define disability insurance and the key elements within any disability insurance contract. An agent will learn why any consumer should consider disability insurance, and the potential sources of disability coverage a consumer should investigate before purchasing an individual policy. This course describes the different types of disability insurance policies that are available. It also explains how features and coverage differ from policy to policy. The agent will learn how to help a client determine the amount and the kinds of insurance to buy, and how to afford it. This course concludes with checklists an agent can use to help a client make an informed decision.

Distributions from Individual Retirement Accounts - A0107-0C

An IRA is a personal savings plan that offers federal tax advantages. Distributions From Individual Retirement Accounts offers an in-depth look at the complicated and important world of IRA distributions. Students will learn all about the IRA distribution system and its working parts, including: Traditional IRA background, minimum distributions, penalties, issues of taxation, Roth IRAs, Education IRAs, and new rules regarding IRA distributions.

Employee Investment Accounts – 401(k) - A0108-0D

This course begins with an introduction to employer-provided retirement plans, and provides a definition of the 401(k) plan. This course explains how 401(k) plans work, their advantages and disadvantages, and how the Employee Retirement Income Security Act of 1974 affects 401(k) plans. Students will learn about contribution limits and excess contributions, how they affect employees and employers, and their tax consequences. This course also covers the rules and taxation issues for withdrawals, lump-sum distributions, and early withdrawals.

Estate Planning Essentials - 01BANK08

As millions of Baby Boomers move closer to retirement, demand keeps growing for the services comprised by an "estate planning process." Estate planning is an important "third phase" of lifetime financial planning that focuses on arranging and transferring assets, revising or updating wills, and creating trusts. The target market for estate planning tends to be affluent people about age 55 and older, and the goals that estate planning can help such people achieve are quite diverse. They range from increased peace-of-mind that personal affairs are in order to significant reductions in estate taxes and settlement costs. This course is designed as a basic introduction to the estate planning process, with emphasis on the most common tools and techniques used by estate planning practitioners and the most valuable benefits the process can deliver to consumers and clients. It defines key terms and concepts that are often encountered in estate planning cases. It describes through narration and schematic diagrams how techniques such as wills, asset titles and trusts work. With quizzes at the end of each lesson, it challenges participants to demonstrate an understanding of course content.

Ethics for Financial Services Professionals - A0110-0A

This course explores the perpetually challenging topic of ethical business practices by giving an introduction to ethics, examining ethical obligations to the client, the employing institution and the public, as well as suggestions on how to act in the face of unethical behavior.

Homeowner’s Insurance – An Overview - A0137-0A

Homeowners Insurance combines coverage for property (structures and personal possessions) and liability. More than any other line of coverage, homeowners insurance is substantially standardized throughout the United States (with the exception of Texas). Despite such broad standardization, the policies written by different insurance companies can vary on numerous details, and can be modified by state exceptions. For ease of understanding, Homeowners Insurance: An Overview concentrates on the more generic features of the forms discussed. Students learn the basics of homeowners insurance, including full ownership policies, limited ownership policies, property coverage, personal liability coverage, perils typically not covered, and endorsements.

Introduction to Banking - A0131-0A

What is banking? That is the theme of this overview course and it’s not a question easily answered in today’s complex financial system. This course introduces the participant to a present-day view of banking concepts and functions. Banking jargon and common acronyms are defined and placed into context in this course. Students will discover how banking is a vibrant business that continually evolves to meet the latest financial needs and economic conditions. Students will also see learn how current trends are influencing the future of banking.

Introduction to Life Underwriting - A0156-0A

This course was designed for the financial services professional selling life insurance. Introduction to Life Underwriting provides an overview of the underwriting process and clarifies how decisions are made. The course analyzes the financial services professional’s role in the underwriting process and discusses how the underwriter utilizes the information collected. The course offers information on how an underwriter measures risk and assigns an appropriate premium. The course concludes with a discussion of legal and medical problems that often arise in the life insurance underwriting process.

Introduction to Supervision - A0139-0A

This course is designed for the financial services manager or project leader with responsibility for supervising or managing the activities of other employees. Using examples drawn from banking, accounting, and investment environments, general supervision concepts are discussed. The first lesson introduces three supervision roles. Subsequent lessons describe important tools of supervision: communication, delegation and reporting, and performance management. After successfully completing this course, students will be prepared to apply basic communication and project management skills to your workgroup’s activities. Students will understand the mechanics of the supervisory relationship and the structure of the primary supervision tool, the performance management process. In addition, learners will be exposed to a range of resources for continuing study of supervision concepts and skills.

Life Insurance – An Overview - A0145-0A

This course is designed for the financial professional with the responsibility of advising consumers on life insurance as a means of income protection. This course begins with an overview of the basic concepts of life insurance and the different insurance products available. Federal and state insurance regulation and the specifics of the insurance contract are also covered. This course concludes with an explanation of how policies can be further customized to fit a policy owner's needs.

Long-Term Care: Issues, Financing, and the Future - A0143-0A

The long-term care needs of America's aging population have prompted the passage of new laws and the development of new insurance products. This course identifies the long-term care needs facing us and describes the various options available to individuals to meet them. Factors determining who can benefit most from long-term care insurance policies are examined.

No Nonsense Marketing - A0112-0B

The marketing process plays a crucial role in reaching business goals by linking businesses and their customers. In this course, students will learn the 4 steps to develop a marketing plan, including the questions to answer as the plan is developed. Students will learn how to turn prospects into customers using geographic, demographic, and psychographic consumer information and by analyzing customer satisfaction. The step-by-step approach for increasing both market share and share of customer, and for managing the life cycle of a product or service is demonstrated. This course shows how to identify competitors and analyze performance in order to create a strategy to move up the competition ladder. Students will learn the differences between various communication media, and their advantages and disadvantages for reaching various target markets.

Retirement Planning - A0135-0C

Prior to the 20th century, retirement was virtually unheard of. But in modern society, workers look forward to the time when they can leave their jobs to lead a leisurely lifestyle without being a burden on family members. Retirement Planning traces the road to, and through retirement. You'll review elements of successful retirement planning; income tax considerations; the role of Social Security present, past and future; employer-sponsored retirement plans; investing for financial independence; and wealth transfer considerations.

SIMPLE Plans Made Simple - A0125-0D

This course gives an overview of SIMPLE IRA Plans, including discussions on contributions, deductions, and distributions. Applicable rules, including taxation, are covered under each topic.

Simplified Employee Pensions – SEPs - A0124-0D

This course gives an overview of Simplified Employee Pensions (SEPs), including discussions on contributions, deductions, and distributions. Applicable rules, including taxation, are covered under each topic.

Variable Annuities - A0126-0B

Features of fixed-rate and variable annuities make them important options for customers concerned with meeting future financial obligations. First, this course explains the key elements and features of annuity contracts and the primary differences between fixed-rate and variable annuities. Financial services professionals will learn how variable annuities, compared to fixed-rate annuities, provide customers an opportunity for higher earnings through a greater range of investment options in subaccounts. This course explains the importance of evaluating investment performance in terms of total return and risk and how asset allocation helps minimize the total risk in a portfolio. The levels of performance and risk of different variable annuity options need to be matched with the customer's investment objectives. This course explains the importance of communicating information about the risks, ratings, and performance characteristics of the various subaccount investment options to the customer. The course concludes with an explanation of tax implications for variable annuities, and a comparison of variable annuities to IRAs. Students will learn the overall advantages and disadvantages of variable annuities, and how variable annuities can be used to supplement qualified retirement plans.

Variable Life Insurance – An Overview - A0147-0B

In this course, students will learn the differences between variable life and standard life insurance products. Students learn that those differences bring different licensing and selling requirements. In order to meet those requirements, one needs to understand every investment option available in the variable life policy. The course gives an overview of the following variable life investment options: money market funds, bond funds, balanced funds, index funds, growth and income stock funds, small cap growth funds, and international equity funds.