



Firm Element (continued)

Emerging Markets
Equities
Equity Index Annuities
Equity Securities
Fixed Income Securities
Fund Investment Objectives and Risk
Futures – Branch Manager General
Futures – Fund Managed Futures
Futures – Fund Managed Futures General
Hedge Funds
Institutional Anti-Money Laundering
Institutional Ethics
Institutional Proprietary Sales & Training
Institutional Suitability
International Investing
Introduction to TRACE
Investment Advisor
Investment Analysis
Investment Company Securities
Investment Risk and Policy
Investments
Liens, Taxes, and Foreclosures
Limited Futures
Managing Client Capital in Today's Markets
Managing Corporate Records
Managing Electronic Communication
Margin Accounts
Margin and Long Margin Accounts
Market Risk Factors
Market Risk Management – The Four Stages
Market Risks
Mutual Fund Break Points and Share Classes
Mutual Fund Compliance
Mutual Funds
NASD & Back Office Functions
NASD and OTC Markets
NASD Communication Standards
Non-Deposit Investment Sales Program
Non-Exchange Traded REITS
Options Basic
Options Trading
Records – Management & Enforcement
Records Control and Best Practices
Reg D
REITS
Rule 144
Rules of FINRA
Sales Management: Products and Services
Securities Investments: Cash and Cash Equivalents
Securities Investments: Derivatives
Securities Investments: Equity
Securities Investments: Fixed Income
Securities Investments: International Investing
Securities Investments: Investment Companies Suitability
Suitability in Selling Currency & Commodities
The Management of Capital
The OTC Markets
TRACE
Trends in Market Risk Management
Types of Investment Companies
Types of Mutual Fund Investment Companies
UIT
Understanding Different Types of Security Investing
Understanding Securities Training
Understanding the Rules of FINRA

CPE

101 Financial Solutions: Diagnosis and Remedy
A Complete Guide to Investing
A Guide to Tax Resolution: Solving IRS Problems
A Master Guide to Personal Finance
A Practical Guide To Mergers, Acquisitions, and Divestitures
Accountant's Guide to Financial Management
Accounting and Finance for Managers
Accounting and Finance for non-financial Managers & Entrepreneurs
Accounting for Earnings per Share
Accounting for Management
An Accountant's Guide to Computers and Information Technology
Analysis and Uses of Financial Statements
Analysis of the Corporate Annual Report
Analyzing Cost Data for Management
Analyzing Financial Statements - Advanced
Applied Operations Management: Manufacturing and Services
Arbitration and Mediation
Asset Basis
Basic Business Essentials: Concepts and Tools
Best Practices and Legal Ramifications of Records Control
Code of Ethics and Practice Standards
Commercial, SBA, Real Estate and Venture Capital Financing
Complete guide to investing
Computer Security: Crime & Fraud Protection
Computer Security: Preventing Computer Crimes
Cost Management: Accounting and Control
Economic Analysis for Business and Strategic Decisions
Effective Business Communications
Electronic Commerce: Applications for Cyberspace Technology
Ethics for Accountants
Ethics for Real Estate Professionals
Fair Housing
Financial concepts and Tools for Managers
Financial Essentials for Nonprofit managers
Financial Forecasting: Tools and Applications
Foreclosures
Fundamentals of Mortgage Lending
Guide to Tax Resolution: Solving IRS Problems
How to Organize and Run a Small Business
Information Systems and Technology for Managers and Entrepreneurs
Internal Control and Fraud Detection
Investor Education
Legal Environments of Business
Managing and Improving Your Cash Flow
Managing for Competitive Advantage
Managing the Marketing Process
Master Guide to Personal Finance
Modern Budgeting for Profit Planning & Control
Modern Supervision
More Secrets of the MBA: Tools and Metrics
Principles of Appraisals - Basic
Principles of Banking
Principles of Fraud and Consumer Protection
Real Estate Accounting and Math
Real Estate Financing and Investments
Retailing: Brick-Mortar/Click-Mortar
Revenue Recognition: Rules and Standards
Secrets of the MBA: Concepts and Strategies
Tax Exempt 503 (c)(3) Basics
Techniques of Financial Analysis, Modeling, and Forecasting
The Professional Financial Consultant:
The Sarbanes-Oxley Act and Corporate Governance
Understanding and Managing Organizational Behavior
Understanding Economic Components
Understanding Market Risks
Understanding Research Analysts Recommendations
Understanding the Appraisers Role
Understanding the Economy
Valuations: businesses, securities and real estate



Life & Health

401 (k)
529 Plans
Advanced Mutual Funds (new)
Annuities
Creating Value through Financial Management
Creating Value through Innovation
Estate Planning – Advanced
Estate Planning – Basic
Evaluating Financial Performance
HIPPA & COBRA Review
HIPPA for Insurance Professionals
Keogh (HR-10) Plans
Life & Health Pre-license
Life, Health, Disability, and Long Term Care Insurance
Life Insurance Concepts
Life Lessons
Life Settlements
Long-Term Care Funding Options
Medicare
New Trends in Life and Health
Overview of Life Settlement Industry
Overview of Life Settlements, Current Events, and Regulatory Update
Professional Patterns of Management
Qualified Retirement, Retirement Plans, and IRAs
Selling to Seniors (CA only)
Top Ten Uses of Life Insurance
Variable Annuities
Wills & Trusts

Property & Casualty

Adjuster Law
Commercial General Liability Insurance
Flood Insurance
Homeowners & Dwelling Insurance
Homeowners Insurance II - Liability
Inland Marine
Insurance Adjuster Pre-license
Introduction to Homeowners Insurance and the Homeowners Policy
Introduction to Personal Auto Insurance and the Personal Auto Policy
Introduction to Property & Casualty and the Insurance Contract
Liability Insurance
Mold and the Insurance Industry
Ocean Marine
Personal Auto Insurance
Property & Casualty and the Insurance Contract
Property Insurance
The Four Stages of Market Risk Management
Time Element Coverages
Title Insurance
Workers Compensation

Securities Prep

Series 6 - Investment Company/Variable Contracts Rep
Series 7 - General Securities Rep Exam
Series 24 - General Securities Principal Exam
Series 26 - Investment Company Products
Series 63 - Uniform Securities Agent Exam
Series 65 - Uniform Investment Advisor Law
Series 66 - Uniform Combined State Law

General

Advanced Supervision
Agency Operations
Anti-Money Laundering for Insurance Professionals
Business Continuity Planning
Business Writing
Closing with Confidence
Consumer Protection Law
Employer Practices
Employment Law
Ethics and Fraud
Ethics for Financial Professionals
Ethics for Insurance Professionals - Basic
Ethics for Insurance Professionals - Advanced
Fraud Awareness
Gramm Leach Bliley Act
Insurance Fraud Awareness
Legal and Moral Issues
Legal Responsibilities of the Insurance Agent
Managing Electronic Communication for the Insurance Industry
Mergers and Acquisitions Part I
Mergers and Acquisitions Part II
Mergers and Acquisitions Part III
Mutual Funds and Ethics
New Business Development
New Employee
Principles of Insurance
Proactive Supervision
Prospecting, Selling and Closing
Sales Professional Success Kit
Sarbanes-Oxley Act
Seniors & Variable Annuities
Sexual Harrassment
Specialized Industry GAAP
Successful Agency Management
Telephoning

Firm Element

Anti Money Laundering for Financial Professionals
Asset Allocation
Asset Backed Debt
Asset Management
Back Office Functions
Bank Secrecy Act
Bankruptcy
Business Conduct Practices
Capital Budgeting Analysis
Cash and Cash Equivalents
Client Suitability
CMOs
Communication Standards
Compliance Issues for Investment Bankers
Corporate Bonds
Corporate Bonds – Basic
Corporate Finance for Professionals
Corporate Pension Plans
Derivative Securities
Different Types of Security Investments
Direct Participation Programs
Do Not Call Legislation and the Securities Industry
Economics & Analysis
Electronic Communications I: Email Policies & Perils
Electronic Communications II: Email Policies in Action and Pertinent Legislation