



NAIFA PROGRAMS IN A BOX

NAIFA's Programs in a Box are designed to help local and state associations provide enhanced benefits for members. These multimedia educational programs deliver topics of practical interest that can be used for either monthly meetings or special seminars, and many are eligible for CE credit. An author recognized as an authority on the subject being covered develops each of these programs. For more information, visit www.naifa.org/benefits/education/pib.cfm.

Life Insurance & Annuities	Health & Employee Benefits	Multi-Line	Financial Advising & Investments	Ethics	Prospecting, Marketing, Sales & Practice Management
<p>Linked Benefits (Life Insurance or Annuities with Long Term Care Riders): Recognizing Opportunities with Combination Products</p> <p>Whole Life Insurance – Why vs. How</p> <p>Back to Basics: Quantifying the Life Insurance Need</p> <p>Making the Suitable Sale: NASD Requirements for Variable Annuities</p>	<p>3in4 Need More – Long Term Care Campaign: National Awareness = Informed Consumers = Action</p> <p>Life Is Just A Cash Flow: The Importance of Selling Disability Insurance</p> <p>The Health Insurance Agents' Future: The Affordable Care Act</p> <p>New Health Insurance Law</p> <p>Disability Insurance Awareness Month</p> <p>Disability Insurance through an Attorney's Perspective</p> <p>Marketing Consumer-Driven Health Plans</p> <p>Maximizing Health Savings Accounts Opportunities</p> <p>Long Term Care Insurance: The Niche in the Executive Marketplace</p>	<p>Successful Life Insurance Selling in a Multiline Agency</p> <p>Understanding Opportunities for Financial Advising in the Multiline Environment</p>	<p>Top Ten Retirement Planning Mistakes</p> <p>Protecting Your Client's Business</p> <p>Use Estate Planning to Improve Your Bottom Line</p> <p>Asset Allocation: Putting Your Client's Eggs in the Right Baskets</p> <p>Business Insurance for Pass-Through Entities</p>	<p>The Top Five Ethical Challenges Facing Producers Today</p> <p>Dealing with Ethical Issues in Financial Services</p> <p>Values & Ethics: Being Compliant & Profitable</p>	<p>Building Your Brand</p> <p>Building Your Practice</p> <p>Engage at Every Age: How to Form Deep Client Relationships with Every Generation in Your Practice</p> <p>Insider Secrets to the Affluent Women Niche Market</p> <p>Key Success Factors of Great Sales People – And How to Achieve Them</p> <p>The Problem With Penguins</p> <p>The 6 Steps to an Effective Referral Conversation</p> <p>Survive and Thrive in Your First Three Years</p>