



National Association of Insurance and Financial Advisors

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/pib.

Life Insurance & Annuities	Health & Employee Benefits	Multi-Line	Financial Advising & Investments	Prospecting, Marketing, Sales & Practice Management	Ethics
<p>The Top 5 Life Insurance Plans Every Insurance and Financial Professional MUST Know!</p> <p>Pension Risk Transfer Solutions</p> <p>Annuities for Accumulation and Distribution</p> <p>Final Expense Insurance</p> <p>Understanding Living Benefits: Life Insurance Benefits for the Living</p> <p>The Ten Most Common Life Insurance Mistakes and How to Avoid Them</p> <p>Linked Benefits (Life Insurance or Annuities with Long Term Care Riders): Recognizing Opportunities with Combination Products</p>	<p>The Evolution of Asset Based LTC Solutions</p> <p>The Role of Voluntary Insurance in the New Health Care Landscape</p> <p>The Next Phase of Health Care: The New Role of the Broker</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>Disability Insurance Awareness Month</p>	<p>Eight Secrets of the Top Performing Agents, Part 1 and Part 2</p>	<p>Fully Insured Defined Benefit Pension Plans</p> <p>The Cornucopia of Retirement Plans</p> <p>Using Home Equity in Retirement</p> <p>Year-End Client Strategies</p> <p>Using Trusts as IRA Beneficiaries</p>	<p>Building a Better Business: Mastering the 8 Most Important Facets of Your Advisory Practice Part 1 and Part 2</p> <p>Propel Your Business With Out of the Box Thinking and NAIFA ClientCast®</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>Ethics: Hour One</p> <p>Ethics: Hour Two</p> <p>Ethics: Hour Three</p>