

Class One

Meltdown on Wall Street 3 – Credits WI & CFP

Make no mistake what happened in 2008 was nothing less than a global market panic. The interconnectedness of the entire financial services industry was shaken by happenings on Wall Street. As a result insurance agents are likely to encounter consumers who are somewhat fearful of financial products – including insurance. Upon completing the course agents will be better positioned to explain the events surrounding the financial crisis and address consumer fears.

Class Two

Ethical Dilemmas 3 – Credits WI

Ethical Dilemmas explores three health care/insurance issues while highlighting ethics in the decision process. The course meets the WI OCI ethics requirement..

Class Three

Social Security - Challenges and Options – 3 credits WI & CFP

The course outlines the fiscal challenges currently facing the Social Security's retirement program and examines commonly considered options for addressing program solvency and benefit adequacy.

Class Four

Financial Planning on a Budget - 3 credits WI & CFP

Today an average two income family earns considerably more than a single breadwinner family of a generation ago but actually has less discretionary income than the single-income family of a generation ago. Upon completion agents will better understand the dynamics of the two income dilemma and can offer simple steps to maximize life and disability insurance protections using a limited budget.

Schedule: Classes One and Three 9:00 AM – 11:50 AM

Classes Two and Four 12:30 PM – 3:20 PM

Notes

**Wisconsin
Classes 1 & 2
November & December
2011**

Date	Location	Date	Location
11-2-11	Holiday Inn Express 3100 Wellington Place Janesville, WI	11-9-11	The Meadows 850 Kepler Drive Green Bay, WI
11-16-11	Americas Best Value Inn 2611 Rose St. La Crosse WI (608-781-3070)	11-17-11	Americas Best Value Inn 2611 Rose St. La Crosse WI (608-781-3070)
11-22-11	Banbury Place 800 Wisconsin Street. Eau Claire WI (715-836-6828)	12-7-11	AmericInn 101 W. Broadway Madison/S Monona, WI (608-222-8601)
12-8-11	Radisson Hotel 517 Grand Canyon Dr. Middleton, WI (608-829-6702)	12-14-11	Days Inn & Suites 4700 Rib Mountain Dr. Wausau, WI
12-15-11	Holiday Inn Express 1200 Gateway Blvd Hudson WI (715-386-6200)		

**Wisconsin
Classes 3 & 4
January
2012**

Date	Location	Date	Location
1-4-12	The Meadows 850 Kepler Drive Green Bay, WI 920-465-6700	1-11-12	Americas Best Value Inn 2611 Rose St. La Crosse WI (608-781-3070)
1-12-12	Americas Best Value Inn 2611 Rose St. La Crosse WI (608-781-3070)	1-18-12	Banbury Place 800 Wisconsin Street. Eau Claire WI (715-836-6828)
1-19-12	Holiday Inn Express 1200 Gateway Blvd Hudson WI (715-386-6200)	1-25-12	AmericInn 101 W. Broadway Madison/S Monona, WI (608-222-8601)
1-26-12	Radisson Hotel 517 Grand Canyon Dr. Middleton, WI (608-829-6702)	1-27-12	Holiday Inn Express 3100 Wellington Place Janesville, WI 608-756-3100
1-31-12	Days Inn & Suites 4700 Rib Mountain Dr. Wausau, WI		