



## **SYLLABUS – LIFE & HEALTH INSURANCE – 2-Day Live & OnDemand Class**

Total Class Time: 6.5 hours (including lunch and breaks)

Class Hours: 9:00 - 3:30 Eastern Time

Class Materials: Next Generation LEM

### **DAY #1**

9:00 AM *Introductory comments/Review agenda & instructional materials*

9:10 AM *UNIT #1 – General Insurance*

9:50 AM *UNIT #2 – Life/Health Insurance Underwriting*

**10:20 AM BREAK**

10:30 AM *UNIT #3 – Basics of Life Insurance*

11:00 AM *UNIT #4 – Types of Life Policies*

11:30 AM *UNIT #5 – Life Insurance Riders*

**12:00 PM LUNCH**

12:30 PM *UNIT #6 – Life Insurance Policy Options*

1:00 PM *UNIT #7 – Life Insurance Policy Provisions*

1:30 PM *UNIT #8 – Group Life Insurance*

**1:45 PM BREAK**

1:55 PM *UNIT #9 – Annuities*

2:15 PM *Unit #10 – Taxation of Life Insurance and Annuities*

2:50 PM *Unit #11 – Retirement Plans*

3:15 PM *State Laws Test Taking Tips*

3:30 PM *DISMISSAL*

### **DAY #2**

9:00 AM *Introductory comments/Review Agenda & Instructional materials*

9:10 AM *UNIT #12 – Introduction to Health Insurance*

9:35 AM *UNIT #13 – Affordable Care Act*

10:00 AM *Unit #14 – Health Insurance Policy Provisions*

**10:30 AM BREAK**

10:40 AM *UNIT #15 – Disability Income Insurance*

11:20 AM *UNIT #16 – Medical Expense Plans*

11:40 AM *Unit #17 – Other Health Plans*

**12:00 PM**      **LUNCH**  
12:30 AM      *UNIT #18 – Group Health Insurance*  
12:50 PM      *UNIT #19 – Dental Insurance*  
1:10 PM      *UNIT #20 – Medicare & Medicaid*  
**2:15 PM**      **BREAK**  
2:25 PM      *UNIT #21 – Long-term Care*  
2:55 PM      *Unit 22 – Taxation of Health Insurance*  
3:15 PM      *State Laws/test taking tips*  
3:30 PM      *DISMISSAL*