

A Day of Virtual CE

TUESDAY, AUGUST 25TH, 2026

\$10 FOR NABIP-CT MEMBERS | \$25 FOR NON-MEMBERS



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REGISTER ONLINE!](#)

ETHICS AND THE SENIOR CLIENT

9:00 AM - 12:00 PM EST 3 CE CREDITS

With the senior population in the United States continuing to grow as the baby boomers hit their retirement years, agents need to keep abreast of ethical responsibilities in working with these clients. Questions to consider: Should you assess senior clients differently than younger clients? Is there a difference in writing a health-based product vs. a financial-based product? Should you require a family member to be attendance at any meetings you have with a senior? Do you know your professional liability associated with working with seniors? Also, are you aware of what the concept of "Financial Capacity" means, and how it can affect your ethical responsibilities? All of these issues, and many more, are covered in the course.

LUNCH BREAK | 12:00-1:00 PM EST



THE REGULATION OF INSURANCE PRODUCERS

1:00 PM - 4:00 PM EST 3 CE CREDITS

The course charts both the history and current environment of regulation of insurance producers in the United States, including licensing requirements, agent authority, agent contracts and agency relationships. Also, major federal regulations dealing with insurance are reviewed, as well as state regulation that has historically dominated insurance producer and insurance company regulation.

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Virtual CE Classes:

ETHICS AND THE SENIOR CLIENT (9am-12pm)

THE REGULATION OF INSURANCE PRODUCERS (1pm-4pm)

Members: \$10 | Non-Members: \$25

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REGISTRATION DEADLINE: MONDAY, AUGUST 17TH