

# A Day of Virtual CE

MONDAY, JUNE 8<sup>TH</sup> 2026

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

Insurance

Career

Training, Inc.

**REGISTER TODAY!**

## ETHICS IN INSURANCE UNDERWRITING

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

Many CE courses discuss the ethics of producers, but what are the ethical considerations underlying the basics of our business – underwriting and investing? Is ethics inherent in our underwriting process? How do we evaluate the ethics of prospective insureds? Do ethics play a role in how we invest premiums and reserves? This course addresses these broader questions.

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



## GENERATIONAL INSURANCE NEEDS

**NEW FOR 2026!**

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



In this webinar, we will review the generational differences that shape clients' insurance needs and financial priorities across life stages. We will discuss how health, auto, home, life, disability, and retirement products align with the evolving goals of Gen Z, Millennials, Gen X, and Baby Boomers. Topics include key coverage needs by generation, communication strategies for each age group, and practical approaches for agents to build trust and long-term relationships across diverse client segments.

SPONSORED BY: **ConnectiCare**



# NABIP

Shaping the *future* of healthcare

## Virtual CE Classes:

**Ethics in Insurance Underwriting (9am-12pm)**

**Generational Insurance Needs (1pm-4pm)**

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

**[Click Here to Register Online!](#)**

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Email: \_\_\_\_\_

Phone: \_\_\_\_\_

Visa/MC/Amex #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ CVV: \_\_\_\_\_

**Please make checks payable to Connecticut Benefit Brokers**

**1 Regency Drive**

**Suite 209**

**Bloomfield, CT 06002**

**Questions? Call 860-243-3977 or email [LMartenson@ssmgt.com](mailto:LMartenson@ssmgt.com)**

**REGISTRATION DEADLINE: MONDAY, JUNE 1ST**