



KBA Insurance, Inc.

2023 SPRING CONTINUING EDUCATION SESSIONS

Instructor: Tracy Young, C.E. Solutions

Tracy Young began her insurance career in 1985 working for Columbia Insurance Companies. Tracy's expert experience also comes from managing a Wichita training facility. She was an agency field specialist for State Farm Insurance. She is the best in the business and aside from working for the top insurance agencies in the industry she has also conducted Life/Health continuing education classes for A.D. Banker & Co., LLC. Tracy prides herself in personally writing and conducting continuing education classes to insure that we provide classes that are of the highest quality.

Classes will be virtual, through AdobeConnect. Agents will only need speakers or a headset for the webinars - you will NOT need a video camera or microphone. You will be participating by answering easy discussion questions as we go along (just so the instructor knows you're there). We will email the webinar link to you the Monday before the webinar, and ask you to practice getting into the meeting (that way we are ready to go on meeting day).

What Makes the Contract Life? (3 hours L/H) - This course will provide an overview of some general principles that make life insurance a legally enforceable contract. We will examine the terms and conditions under which life insurance is sold.

Ethics in Life (1 hour Ethics) - We will discuss ethical issues involving Life insurance, including ethical illustrations, the ethics of rebating and replacing, and consumer expectations.

Insuring More Than Just the Business (2 hours L/H) - We will discuss the uses of Life and Disability Income insurance in the business arena. Specifically we will cover Group Life, Salary Continuation plans, Business Overhead Expense, Key Person insurance, and Business Continuation (buy-sell agreements).

If you're not sure of your continuing education requirements, please contact the Kansas Insurance Department, Agents Division at (785) 296-3071.

DATES AND LOCATIONS

Thursday, February 9

Virtual only

Thursday, March 9

Virtual only

SCHEDULE

9:00 a.m. - 12:00 p.m.

What Makes the Contract Life?

(3 hours L/H)

12:30 p.m. - 1:30 p.m.

Ethics in Life (1 hour Ethics)

1:30 p.m. - 3:30 p.m.

Insuring More than Just the
Business (2 hours L/H)



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REGISTRATION FORM



KBA Insurance, Inc.

A SUBSIDIARY of KBA

Registration Information

\$75 per person

*Includes course materials and 6 hours of credits.

Each registrant will receive a confirmation notice two weeks before the course date. Confirmations will be sent by email if an email address is provided.

Send this form with your check payable to Kansas Bankers Association, to PO Box 4407, Topeka, KS, 66604. You may register online with a credit card at www.ksbankers.com. **If you pay by debit or credit card, you will still need the completed registration form filled out and turned in.**

You may copy this form and pass it on to any of your associates who need to complete their required CE hours.

The instructor will file your certificate of attendance with the Kansas Insurance Department.

Please mark the session you will be attending:

Name: _____

Telephone: _____ Fax: _____

E-mail: _____ National Producer Number (NPN): _____

Home Address: _____

____ February 9 ____ March 9

Pay type: ____ Check ____ Debit/Credit Card

Bank/Agency: _____

Office Address: _____