

Long Term Care Certification Courses

Updated 10/06/08

| Sponsor Name | Sponsor # | Course Name | Course # | Approved LTC Material | Total # of course Credits | # of LTC Credits** | # of LTC Partnership Credits | Class Type | Type of Insurance CE Credit |
|--|------------------|--|-----------------|------------------------------|----------------------------------|---------------------------|-------------------------------------|-------------------|---------------------------------------|
| American Skandia Life Assurance Corporation | S11645 | Tax Advantages of Long Term Care | C67825 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| American Skandia: A Prudential Financial Company | S11645 | LTC Insurance: Critical Issues & Trends in Policy Design | C59693 | LTC | 3 | 3 | 0 | Classroom | Life & Health |
| American Skandia: A Prudential Financial Company | S11645 | LTC Insurance Tax Planning Strategies | C60325 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| American Skandia: A Prudential Financial Company | S11645 | Suitability in the Sale of LTC | C59141 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| Arthur Stein III | S12216 | LTC Insurance - What you Need to Know | C65892 | LTC | 4 | 4 | 0 | Classroom | Life & Health |
| Arthur Stein III | S12216 | FP & LTC: What is the Relationship? | C58980 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Arthur Stein III | S12216 | Long Term Care Insurance | C66137 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Arthur Stein III | S12216 | Long Term Care Insurance - What do You Need to Know? | C45040 | LTC | 1 | 1 | 0 | Classroom | Laws & Regulations |
| Auto-Owners Insurance Co. | S10803 | Long Term Care Mini-Meeting | C67694 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Broker Educational Services | S12018 | Long Term Care Insurance Training Course | C66547 | LTC & Partnership | 9 | 7 | 2 | Self Study | Life & Health |
| Broker Educational Services | S12018 | Understanding Long Term Care | C52862 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Brokers Service Marketing Group | S12319 | Long Term Care Insurance for the Business Owner | C56831 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Bryant & Stratton College | S14411 | LTC Planning | C59686 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Bryant & Stratton College | S14411 | Long Term Environment | C56830 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Bryant & Stratton College | S14411 | Long Term Care for Advisors | C54414 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| CAPE School | S10732 | 10 Habits of Responsible LTCI Agents | C60461 | LTC & Partnership | 9 | 7 | 2 | Self Study | Life & Health |
| CAPE School | S10732 | Addressing Senior Needs with Long Term Care | C66827 | LTC | 4 | 4 | 0 | Classroom | Life & Health |
| CAPE School | S10732 | Long Term Care | C57219 | LTC & Partnership | 8 | 6 | 2 | Self Study | 1 Laws & Regulations, 7 Life & Health |
| CAPE School | S10732 | Long Term Care - A Comprehensive Review | C66831 | LTC | 4 | 4 | 0 | Classroom | Life & Health |

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| CAPE School | S10732 | LTC: The History of the Fundamentals, The Need | C58318 | LTC | 4 | 4 | 0 | Classroom | Life & Health |
| CAPE School | S10732 | Long Term Care: A Comprehensive Review | C68374 | LTC & Partnership | 8 | 6 | 2 | Classroom | 2 Laws & Regulations, 6 Life and Health |
| CEU.com | S12405 | Long Term Care | C52268 | LTC & Partnership | 16 | 14 | 2 | Self Study | Life & Health |
| Client First Brokerage Services | S10403 | Executive Long Term Care | C49073 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Educational Concepts | S12657 | Broker's LTCi 06-07 | C64194 | LTC | 4 | 4 | 0 | Classroom | Life & Health |
| Enterprise Insurance Training Inc | S14778 | Long Term Care | C48833 | LTC | 4 | 4 | 0 | Classroom | Life & Health |
| Financial Planning Association | S13050 | Successful Techniques in Long-Term Care Planning | C67986 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| InsuranceStudy.com | S13051 | The New Long-Term Care Partnership Programs: Understanding Needs, Solutions, and Ethical Considerations | C66591 | LTC & Partnership | 8 | 6 | 2 | Classroom | Life & Health |
| InsuranceStudy.com | S13051 | The New Long-Term Care Partnership Programs: Understanding Needs, Solutions, and Ethical Considerations | C66592 | LTC & Partnership | 8 | 6 | 2 | Self Study | Life & Health |
| InsuranceStudy.com | S13051 | Long-Term Care Partnership - Intermediate | C68144 | LTC | 6 | 6 | 0 | Self Study | Life & Health |
| John Hancock Life Insurance Company | S10064 | Long Term Care | C32716 | LTC | 3 | 2 | 0 | Classroom | 1 Other General Insurance, 2 Life & Health |
| Mass Mutual Life Insurance Company | S10031 | Introduction to Long Term Care Insurance | C51954 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Mass Mutual Life Insurance Company | S10031 | LTCi Planning: A Workshop | C61256 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| MetLife Insurance Company SMES | S13462 | The Marketplace and LTC Insurance | C56892 | LTC | 3 | 3 | 0 | Classroom | Life & Health |
| MetLife Insurance Company SMES | S13462 | Long Term Care Insurance: Safeguarding the Future | C39862 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Mutual of Omaha Companies | S10051 | Long Term Care Overview | C64981 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| Mutual of Omaha Companies | S10051 | Beyond the Basics of Long Term Care | C64980 | LTC | 2 | 2 | 0 | Classroom | Life & Health |

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| Mutual of Omaha Companies | S10051 | Long Term Care Workshop | C57294 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| Mutual of Omaha Companies | S10051 | Long Term Care Seminar | C57295 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Mutual of Omaha Companies | S10051 | Understanding Long Term Care | C57596 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Mutual of Omaha Companies | S10051 | Long Term Care LTC I and LTC II | C56286 | LTC & Partnership | 6 | 4 | 2 | Self Study | Life & Health |
| Mutual of Omaha Companies | S10051 | Long Term Care Made Simple | C64749 | LTC | 2 | 2 | 0 | Self Study | Life & Health |
| Mutual of Omaha Companies | S10051 | An In-Depth Look at LTC Partnership Plans | C67834 | LTC & Partnership | 8 | 5 | 2 | Self Study | 1 Law & Regulations; 7 Life & Health |
| Mutual of Omaha Companies | S10051 | LTC Partnership Plans: New Choices for Consumers | C67646 | LTC & Partnership | 8 | 6 | 2 | Classroom | Life & Health |
| Noble Continuing Education | S10926 | Long Term Care | C41413 | LTC & Partnership | 6 | 4 | 1 | Self Study | 1 Laws & Regulations, 5 Life & Health |
| Norfolk Tidewater Chapter: Soc of Finc Service Prof | S10007 | Long Term Care & the Business Marketplace | C66320 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Pentera Group, Inc | S10602 | Long Term Care | C32939 | LTC & Partnership | 5 | 3 | 2 | Self Study | 2 Laws & Regulations, 3 Life and Health |
| Quest Continuing Education Solutions | S10578 | Long Term Care Insurance | C44720 | LTC & Partnership | 4 | 3 | 1 | Self Study | Life & Health |
| RegEd, Inc | S11122 | Long Term Care | C66354 | LTC | 1 | 1 | 0 | Self Study | Life & Health |
| RegEd, Inc | S11122 | Long Term Care Insurance | C43774 | LTC & Partnership | 9 | 7 | 2 | Self Study | 4 Laws & Regulations, 5 Life & Health |
| RegEd, Inc | S11122 | Long Term Care - An In-Depth View | C67935 | LTC | 8 | 7 | 1 | Self Study | Life & Health |
| RegEd, Inc | S11122 | Long Term Care - An In-Depth View - Revised | C69112 | LTC & Partnership | 8 | 6 | 2 | Self Study | Life & Health |
| Richards Education Service | S11276 | Long Term Care Insurance | C46716 | LTC & Partnership | 12 | 10 | 2 | Self Study | Life & Health |
| Sandi Kruse Insurance Training | S13490 | 8-Hour NAIC Long-Term Care & Partnership Training | C67349 | LTC & Partnership | 8 | 6 | 2 | Self Study | Life & Health |
| Society of Finc Service Prof | S10061 | 2007 February VTC | C65773 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| The Haslett Management Group | S14789 | Long Term Care Education - Module A | C66132 | LTC | 4 | 4 | 0 | Classroom | Life & Health |

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| The Haslett Management Group | S14789 | Long Term Care Education - Module B | C66133 | LTC | 4 | 4 | 0 | Classroom | Life & Health |
| The Haslett Management Group | S14789 | Long Term Care Education - Module C | C66134 | LTC | 4 | 2 | 0 | Classroom | 2 Life & Health, 2 Laws & Regulations |
| The Haslett Management Group | S14789 | Long Term Care Education - Module D | C66135 | LTC & Partnership | 4 | 3 | 1 | Classroom | Life & Health |
| The Haslett Management Group | S14789 | Long Term Care Product Analysis | C56820 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| The Haslett Management Group | S14789 | Employer Sponsored Long Term Care | C67255 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| The National Alliance | S10698 | James K Ruble Graduate Seminar AB68 | C67879 | LTC | 20 | 4 | 0 | Classroom | 16 Property & Casualty; 4 Life & Health |
| The National Underwriter Company | S10060 | Long Term Care Certificate Program | C66045 | LTC & Partnership | 16 | 14 | 2 | Self Study | 2 Laws & Regulations, 14 Life and Health |
| The National Underwriter Company | S10060 | The Long Term Care Handbook - 3rd Edition | C52263 | LTC & Partnership | 33 | 29 | 4 | Self Study | Life & Health |
| The National Underwriter Company | S10060 | CLTC omprehensive Program in LTC Planning | C44121 | LTC & Partnership | 15 | 11 | 4 | Classroom | 2 Other General Insurance, 13 Life & Health |
| The National Underwriter Company | S10060 | The Long Term Care Imperative | C531157 | LTC | 3 | 3 | 0 | Classroom | Life & Health |
| The National Underwriter Company | S10060 | Your Responsibility to Engage the LTC Market | C47656 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| The National Underwriter Company | S10060 | Introduction to Long Term Care Insurance | C63786 | LTC & Partnership | 12 | 10 | 2 | Self Study | Life & Health |
| The National Underwriter Company | S10060 | LTC Partnership Training | C67968 | LTC & Partnership | 8 | 6 | 2 | Classroom | Life & Health |
| The National Underwriter Company | S10060 | LTC Partnership Explained | C67969 | LTC & Partnership | 8 | 6 | 2 | Self Study | Life & Health |
| Thomson NETg Financial Campus | S10407 | Long Term Care | C56834 | LTC & Partnership | 8 | 6 | 2 | Self Study | Life & Health |
| UnumProvident Corporation | S10861 | Long Term Care | C59978 | LTC | 2 | 2 | 0 | Classroom | Life & Health |

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| VA Farm Bureau Mutual Ins | S10469 | Long Term Care Policies | C67617 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| VA Farm Bureau Mutual Ins | S10469 | Long Term Care Concepts & Ethics | C67618 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| WebCE | S12712 | Basics of Long Term Care | C55660 | LTC & Partnership | 5 | 4 | 1 | Self Study | Life & Health |
| WebCE | S12712 | Contemporary Approach to Long Term Care | C57279 | LTC | 9 | 9 | 0 | Self Study | Life & Health |
| WebCE | S12712 | Long Term Care Fundamentals | C66401 | LTC | 7 | 7 | 0 | Self Study | Life & Health |
| AHI Real Estate & Insurance Services | S13111 | Long Term Care Insurance | C68115 | LTC | 10 | 10 | 0 | Self Study | Life & Health |
| LTCiTraining.com, LLC | S15735 | Virginia LTC Insurance Partnership Training - 10 hrs | C68419 | LTC & Partnership | 10 | 8 | 2 | Self Study | 2 Laws & Regulations, 8 Life & Health, |
| Virginia Association of Insurance & Financial Advisors | S10157 | Long Term Care Insurance for the Business Owner | C68365 | LTC | 3 | 3 | 0 | Classroom | Life & Health |
| Kaplan Financial | S10199 | Long Term Care 5th Edition (DFS) | C68189 | LTC & Partnership | 15 | 13 | 2 | Self Study | Life & Health |
| The National Underwriter Company | S10060 | The Imperative of Discussing a LTC Plan with Your Clients | C68464 | LTC | 2 | 2 | 0 | Classroom | Life & Health |
| Service Insurance Training Services | S15736 | Virginia Partnership for Long-Term Care | C68159 | LTC & Partnership | 8 | 6 | 2 | Classroom | 2 Laws & Regs, 6 Life & Health |
| Executive Insurance Agency | S11930 | Long Term Care Insurance - Securing Your Client's Future | C68566 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| The CE Source, LLC | S15760 | Long-Term Care | C68590 | LTC | 15 | 15 | 0 | Self Study | Life & Health |
| WebCE | S12712 | Long Term Care: Programs, Policies & Partnerships | C68887 | LTC | 9 | 7 | 1 | Self Study | 1 Law & Regs & 8 Life & Health |
| ABLE Incorporated | S15352 | Long Term Care | C68521 | LTC | 5 | 5 | 0 | Self Study | Life & Health |
| Kaplan Financial | S10199 | Long Term Care Suitability - 2nd Edition | C69143 | LTC | 10 | 10 | 0 | Self Study | Life & Health |
| Success CE | S14103 | Virginia Partnership Long Term Care | C76964 | LTC & Partnership | 8 | 0 | 8 | Self Study | 3 Laws & Regs, 5 Life & Health |
| Broker Educational Services | S12018 | Funding Long Term Care | C52861 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| VA Farm Bureau Mutual Ins | S10469 | Long Term Care | C59959 | LTC | 1 | 1 | 0 | Classroom | Life & Health |
| American Academy for Insurance Training (VA) | S15503 | Long Term Care, Medicare & Medicaid | C79823 | LTC | 8 | 6 | 0 | Classroom | 2 Law & Regs, 6 Life & Health |

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Please note a **minimum of 6 hours is required as initial one-time training. Four hours of on-going is required

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