Northcentral Technical College (NTC), in partnership with the National Association of Insurance and Financial Advisors (NAIFA), is pleased to present a Continuing Education Insurance Day for all insurance professionals. By attending any or all of the insurance sessions provided, agents can receive training that will qualify toward their required amount of continuing education hours.

THURSDAY, SEPTEMBER 10, 2015
Registration: 8:00 a.m.
Presentations: 8:30 a.m. - 4:30 p.m.

PRESENTATIONS:
FARM SUCCESSION IN A CHANGING WORLD
8:30 A.M. - 10:30 A.M. (2 CE HOURS)
In this session, agents will cover the basics of farm succession planning, including the clients, the importance of estate planning and the difficulties that must be overcome in farm succession planning.

ABOUT THE PRESENTER
Attorney Anthony Schmoldt is a former President and active member of the Wisconsin Council of Estate Planning Attorneys. He has been practicing law since 2006 and opened his own practice, Schmoldt Law Office, LLC, in Chippewa Falls in 2011.

REVERSE MORTGAGES
10:30 A.M. - 12:30 P.M. (2 CE HOURS)
Reverse mortgages are one of the most misunderstood retirement tools available. In this session, agents will learn the ins and outs of reverse mortgages, including the facts and research regarding them that most advisors in the industry are not familiar with.

ABOUT THE PRESENTER
Harlan Accola has been in the mortgage industry for over 15 years and specializes in all types of loans. He is a Registered Financial Consultant who specializes in educating retirees and pre-retirees on the advantages of using Reverse Mortgages for financial and estate planning.

ETHICS I
1:30 P.M. - 4:30 P.M. (3 CE HOURS)
This session will cover the myriad definitions of good ethics and the reasons behind state-mandated ethics courses, as well as the importance of suitability and the challenges of working with vulnerable adults and seniors.

ABOUT THE PRESENTER
Jane LaMere is a current Life Sales Advisor with American Family Insurance in Wisconsin. She has a Masters Degree in Business Administration with over 20 years of experience in the life insurance market, holding positions such as Agent and Senior Trainer.

PRICING:
SPECIAL FULL DAY PACKAGE (ALL SESSIONS)
NAIFA member: $69 | Non-member: $89
FARM SUCCESSION IN A CHANGING WORLD (2 CE)
NAIFA member: $25 | Non-member: $30
REVERSE MORTGAGES (2 CE)
NAIFA member: $25 | Non-member: $30
ETHICS I (3 CE)
NAIFA member: $25 | Non-member: $30

LOCATION:
Northcentral Technical College
Center for Health Sciences Building Auditorium
1000 W. Campus Drive
Wausau, WI 54401
These courses are also available at the NTC Antigo, Medford, Phillips and Spencer campuses via Interactive Video Conferencing (IVC)

GET STARTED TODAY
To register, call 715.675.3331 and press “1” or visit www.ntc.edu/ce/conferences/continuing-education-insurance-day

QUESTIONS? Contact Continuing Education at 715.803.1965 or email ce@ntc.edu