

Are you ready to take your career to the next level?



College for
Financial Planning®
EDUCATING THE NATION'S TOP FINANCIAL ADVISORSSM



LUTCF®

Life Underwriter Training Council FellowSM or LUTCF® Professional Designation Program

Founded by NAIFA in 1984, the LUTCF® program is designed to help new insurance agents master prospecting, selling, and practice management skills.

The LUTCF® or Life Underwriter Training Council FellowSM professional designation program is the insurance-industry's premier educational program to help agents acclimate to their new career. More than 62,000 LUTCF® designations have been conferred since 1984. In February of 2014, the College for Financial Planning and NAIFA partnered to create an all-new version of the LUTCF®. Thanks to direct collaboration with several top insurance companies, the program was redesigned with the industry's needs in mind.

The new LUTCF® is right for you if you identify with one or more of the following:

- You are new to the industry and are looking to develop fundamental prospecting, selling and practice management skills plus working knowledge of the four practice specialties.
- You are a financial professional seeking a broad understanding of the insurance industry and how it can impact financial planning and advising.
- You are insurance agency or home office staff seeking a comprehensive overview and an understanding of the business aspects of the industry.

Visit <http://www.cffpinfo.com/LUTCF> for additional information.

The College has discount agreements with hundreds of firms and trade organizations. Contact us to find out if you qualify.

Price:

\$950 per course /
\$2,350 full program*

(NAIFA Member Discount)

\$807⁵⁰ per course /
\$1,997⁵⁰ full program*

Why should I enroll in the LUTCF® Program?

- The LUTCF® is the **gold standard for insurance industry credentials** and is the perfect way to begin your new career.
- Develop skills that **apply directly to your current position**. More than half of students in the class typically attribute a sale as a result of their first homework assignment.
- The program **qualifies for State Insurance CE** as well as CE for other industry credentials.

*Full program enrollment only available for the online version of the LUTCF® program

Call: 1.800.237.9990

Visit Us: CFFPinfo.com

How the program works:

The LUTCF® Program is available via classroom-study or the College's exclusive online education platform. Our platform features traditional study materials and online coursework that bring the classroom to your home or office. The program includes HD videos, eBooks, live online classes, practice quizzes, and optional printed study materials.* All coursework utilizes real-world client situations and case studies to illustrate planning techniques instantly applicable to your practice. **Students have a full year to complete each course in the program, but typically finish in 2-3 months.**

Enrollment in the online version of the program includes

- Hours of **high-quality video lectures** that can be streamed or downloaded.
- Optional **live instructor-led online classes** with interactive Q&A sessions.
- **eReader study materials** viewable on PC's, tablets, and mobile devices.
- An **interactive student-portal** with access to practice quizzes and exams.

Full topic list:

Intro to Practice Management and Life Insurance

Developing a Business Plan
Financial Planning and Risk Management
Ethics
Introduction to Life Insurance Products
Prospecting for Life Insurance
Life Insurance Selling Skills
Review & Examination

Risk Management Applications

Retirement Planning
Estate Planning
Applications for Individuals
Special Family Situations
Applications for Business Owners
Case Study 1 – Individual Client Scenario
Case Study 2 – Business Owner Scenario
Review & Examination

Insurance and Investment Products

Life Insurance and Annuities
Annuities and Mutual Funds
Disability Income Insurance
Long Term Care Insurance
Property & Casualty Insurance
Health Insurance
Employer-Based Insurance Products
Review & Examination

LUTCF®

Building upon the LUTCF® Program

Interested in other financial disciplines such as retirement planning, wealth management, insurance, or even an MS in finance? The College has programs that can build your career in any facet of the financial services industry. Visit our website to learn more about all of our educational offerings.

*Printed materials are an additional \$40 per course and are available at any time.

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