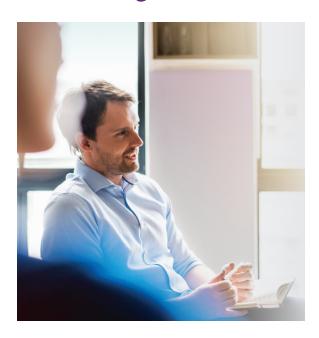
Knowledge PROGRAM



Technical and market-based learning to apply in your day-to-day business

This program aims to give you the belief and conviction to engage in complex insurance planning. The result is exceptional advice for your clients and business growth for you.

The Knowledge Program from PPI delivers technical know-how and sales confidence. Our courses supply you with tangible sales ideas that you can immediately apply in your practice. The sessions incorporate multi-media presentations, interactive classroom discussions and a variety of review material for your ongoing reference, and are eligible for Continuing Education credits.

THE BUSINESS INSURANCE MARKET

- Corporate Structures and Taxation
- Life Insurance Taxation
- Shareholder Agreements
- Corporate Owned Insurance
- Sales Ideas and Case Studies

EXCELLING IN THE FAMILY MARKET

- Beneficiary Designations
- Estate and Will Planning
- Power of Attorney and Health Care Directive
- Planning With Trusts
- Sales Ideas and Case Studies

LIVING BENEFITS - THE BASICS

- Identifying the Opportunity
- Understanding DI, CI and LTC
- Making a Claim
- Handy checklists and articles

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