

GEL School of Insurance

Course Descriptions

LIFE & HEALTH

To pass your Life & Health licensing exam, GEL has created a unique comprehensive training program to ensure that you are completely prepared on Test Day. Our training program features multiple study tools to ensure you pass your exam on first attempt. We have two courses of study designed to accommodate your schedule.

1. 5 Day (Inhouse – live instructor)
2. 5 Day (Combination Inhouse and online)

Includes

- 40 training
- Online Pre-testing site
- Assisting with applying for License in a timely manner
- Ongoing consultation for 1 year after class
- Never pay for the same class twice. Class Auditing free

Classes

L&H

- Life and Health Pre-License (Test)
- Life Only Pre-License (Test)
- Health Only Pre-license (Test)
- Sub-Agent L&H (No Test)

P&C

P&C (test) will be added in March 2018

Sub Agent (No Test)

CE Classes

Course Name	Public Credits Category			Method	Presentation Method	Renewal Date
DIABETIC ASSISTANCE PROGRAM (51705)	N	3.0	Accident & Sickness	Classroom	Traditional Classroom	
LONG TERM CARE (49754)	N	8.0	Accident & Sickness	Online	Traditional Classroom	

LONG TERM CARE (51706)	N	5.0	Long Term Care	Self-Study On-line Training/Webinar
MARKETING TO THE MASSES (44830)	N	3.0	Ethics	Classroom
		12.0	Life & Accident Sickness	
MEDICARE FROM A-Z PART I AND PART II (44831)	N	6.0	Ethics	Classroom
		24.0	Life & Accident Sickness	

DEVELOPEMENT & ADVANCE COURSE

NEW INSURANCE AGENT COURSE

New to the Insurance Industry? OR an Agent that want to develop a Functionally Productive Plan? OR an Agent needing a Solid Foundation System. Join us for our Monthly New Agents Class. Lunch will be served. Who Should Attend? New Agents- Existing Agents - Captive Agents- Independent Agents. A Solid Foundation-Marketing.

FINAL EXPENSE

HEALTH AGENTS

Step by step guideline to enrolling, becoming certified and marketing in the Health Insurance Arena

SENIOR SPECIALIST

Working in the Senior Citizen Market
 Medicare
 Long-term Care
 Final Expense
 Tax-Free Retirement
 And More

**Retirement Planning
 Business Owner**

Marketing to Business Owners

What Services and Products are Needed
 How not having these products could damage a business

UNDERSTANDING IUL'S

Understanding IUL's and how to use them to assist your customers

MARKETING INSURANCE BUSINESS

Marketing to the Masses (CE Class also)

DIABETIC SPECIALIST

CE for Health only

Learn products and methods to assist your diabetic clientele.

How to conduct Diabetic Seminars

Understand the day to day challenges of diabetics

Finding resources

MEDICARE 365/7

(CE included)

- A Course for anyone New to Medicare
- A Refresher course for Seasoned Medicare Agents
- Agents needing AHIP & Compliance enhancement
- How to Compliantly Market Medicare
- Important Changes to Medicare
- How to Market 365/7
- **WHO SHOULD ATTEND?**
- Anyone new to Medicare
- Anyone wanting to capitalize on monthly residual pay for work done one time
- Anyone wanting updated information
 - Compliance Information
 - Marketing Information

- **Lesson Take Away**
- Learn the Basic of Medicare
- Be prepared to Pass the AHIP
- Adopt all Compliance tools
- Learn How to Market Your Business
- Prepared to market Medicare 365 Days a Year

Lead Generating Programs

Health Certification

Health Ins 365/7

SEE Brochure ...

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