Life & Financial Agency Training Schedule

April - June 2020 Interactive Instructor Led Virtual Sessions

To Register: https://nationwidelifeandannuity.fugent.com/

Interactive Instructor Led Virtual Sessions
Should you need assistance accessing Fugent, please contact technical support 1-855-227-6212

NF Agent Orientation

Virtual | Duration: Two 90 minutes sessions

Dates: **April 9th, April 22nd – 23rd**
May 7th, May 20th – 21st
June 4th, June 17th – 18th

This in an introduction to financial resources and tools for a new agent as well as a refresher. Some of the topics covered are Life Illustrator, iPipeline, forms and sales material, suitability, Nationwide Financial Sales & Service Center and Annuity & Income products illustrations.

Fixed Life Series

Virtual | Duration: 60 minutes

Dates: **April 14th – 16th**
May 12th – 14th
June 9th – 11th

A 6-part series that addresses needs analysis, fixed products, prospecting and handling objections. Participate in activities and apply the knowledge of products to sell the solution.

Indexed Universal Life: An IUL Introduction

Virtual | Duration: 75 minutes

Dates: **April 21st**
May 27th
June 16th

This course is designed to help participants better understand Protector II and Accumulator II and the clients that benefit from an IUL solution. With a review of indexes, crediting methods and a focus on the Core Interest Crediting Strategies participants will also learn about the Nationwide IUL Rewards Program® and the Nationwide Multiplier℠. An introduction to the Insurance Based Income Solution concept will position producers to have the retirement income conversation with clients. You will want to complete this course before attending the Indexed UL Crediting Strategies course.

Indexed Universal Life: Crediting Strategies

Virtual | Duration: 75 minutes

Dates: **April 22nd**
May 28th
June 17th

Participants should be familiar with basic IUL mechanics and terminology. Participants will explore IUL Interest Crediting Strategies including the Core, High-Cap and High-Multiplier strategies. In addition, the Nationwide IUL Rewards Program®, Nationwide Multiplier℠ and the Nationwide Advanced Multiplier℠ will be explored. Retirement income through the Insurance Based Income Solution concept and target clients for the Accumulator II and Protector II will be highlighted. The risk of your IBIS solution becoming a Modified Endowment Contract will also be discussed.

P&C Sales and Distribution

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Fixed Annuities

Virtual | Duration: 60 minutes

Dates: **April 23rd**
May 27th
June 25th

Learn about the features and benefits of fixed annuities including Nationwide's Trio Select, Secure Growth, Platinum V Plus, Income Promise, Summit and Peak 5 products during this 60-minute session. Case studies will be used to differentiate appropriate product placement to meet varying client circumstances.

New Heights

Virtual | Duration: 75 minutes

Dates: **April 28th**
May 21st
June 24th

Become familiar with the features and benefits of the New Heights Fixed Indexed Annuity, and the accumulation opportunities as well as the optional income and legacy riders that can be added.

Employee Benefits for Small Business

Virtual | Duration: 60 minutes

Dates: **April 7th**
May 5th
June 2nd

This is an agent facing introduction to Group Employee Benefits including available products, target markets, why it's important to offer group benefits, how the process works and what resources are available to get you started. Products this course will cover: Dental, Vision, Term Life with AD&D, Short and Long-Term Disability and Accident & Hospital Ca$hBack.

Employee Benefits for Small Business: Starting the Sales Conversation

Virtual | Duration: 60 minutes

Dates: **April 8th**
May 19th
June 3rd

This is the second session for Employee Benefits for Small Business. We focus on a review of the plans offered, who is a target client, pivoting the conversation, and how to address apathy. Attend this session to get inspired to grow your commercial business!

Nationwide CareMatters® for CA, NY and DE

Virtual | Duration: 60 minutes

Dates: **May 19th**

An introduction in learning about long-term care and the CareMatters product. This course discusses who the target client is, features, benefits and how to sell this product.

Nationwide CareMatters® II

Virtual | Duration: 75 minutes

Dates: **April 29th**
May 20th
June 23rd

This course focuses on long-term care and the CareMatters II product. The focus is on the product features like HSA deductibility, 1035 flexibility, Indexed Inflation options, new payment plans and more. Identify target clients for this product and review selling tips for CareMatters II long-term care insurance. Join us on this journey.

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Buy-Sell Arrangements

Virtual | Duration: 60 minutes

Dates: **April 30th**
May 26th
June 30th

This is designed to help the participant become more conversational regarding business continuity planning and how life insurance can be used to fund buy-sell arrangements. This topic should provide a natural transition to business life insurance with current P&C commercial clients.

Key Person Insurance

Virtual | Duration: 60 minutes

Dates: **April 30th**
May 26h
June 30th

Enter into the key person insurance market with the confidence needed to gather appropriate information necessary for collaborating with the Nationwide Advanced Consulting Group to develop suitable proposals for protecting commercial insurance clients in the event a key person dies or becomes disabled.

Variable Annuities

Virtual | Duration: 60 minutes

Dates: **May 28th**

This is an introduction to Nationwide's variable annuity products. The course covers the features and benefits of the products and how they may meet a client's needs. This training is intended for individuals who hold a Series 6 or Series 7 license.

To enroll https://nationwidelifeandannuity.fugent.com/

If you have any questions regarding our course listing or your training needs, please email ACADLIFE@nationwide.com