

Continuing Education Premium Finance Options: Why & How It Works



Our Continuing Education classes are designed with you in mind. We make your required learning fun by providing an engaging and interactive course that keeps things lively, enhances the learning process, and includes a friendly competition – all at no cost to you. IPFS will file required state forms on your behalf so all you need to do is sign up, show up, and have some fun.

Course Description

Our certified instructor(s) will walk you through the features and elements of premium financing and how it impacts the insurance transaction. We will discuss the who, what, and why of premium finance to give you a deeper understanding of how you can leverage options to better serve your customers.

Course Objectives

- Explore how Premium Finance adds significant value to the insurance transaction.
- Understand why premium financing is mutually advantageous for insureds, agents, and carriers.
- Identify the legal responsibilities of the insured, the agent, and the carrier.
- Recognize how and when to use premium finance to develop the best deal for your customers.
- Discuss the types of borrowers and the ability to name multiple insureds in one agreement.
- Discover what financing bankrupt organizations requires and options they have.
- Learn and understand the structure and exposure of a loan and finance charges.

Approved States – 4 P&C Credit Hours AL, AK, AZ, AR, CA, CO, CT, DE, GA, HI, IL, IN, IA*, KS, KY, LA, MD*, MS, MO, MT*, NE, NJ*, NY*, NC, OK, OR*, PA, SC, SD, TN, TX, UT, VT, VA, WA, DC, WI, and WY

*Approved States – 3 P&C Credit Hours

OH and MA*

Cancellation Policy

As an added value to our clients and community, we are excited to offer continuing education courses at no cost to you. Please note that credit hours are extended to participants who complete the entire course. If you are unable to attend the class or need to leave early, we cannot issue you credit.

*Not approved for webinar

Schedule your class now!

Contact your dedicated Sales Executive to enroll in a class

