

Insurance Seminar November 1, 2018 OFDA Headquarters



Life Insurance Concepts for Everyday People

7:30 am — 12:00 pm
(AM session)

- Advantages of owning life insurance
 - Life insurance defined
- Major types of life insurance contracts
- Important life insurance policy provisions
- Provisions applicable to permanent policies
 - Participating versus nonparticipating policies
- Major life insurance riders or endorsements
 - Beneficiaries
 - Settlement options



Long Term Care Insurance Protecting Your Assets

12:30 — 5:00 pm
(PM session)

- The exposure
- Government response
- Long term care services
- Policy structure and coverage options
- Ethics and long term care insurance

Receive five insurance CE credits for EACH session
(pending approval)

Please complete the registration form
and return it to the OFDA office, or
register online at ofdaonline.org

Seating is limited to 50 participants. Payment-in-full must
accompany registration form

Seminar cancellations must be received by 7:30 AM,
October 30, 2018 to receive a full refund

About our presenter



Rick Goolsby

Rick Goolsby entered the insurance business in 1973 as a producer with his family-owned insurance agency in Milford, Ohio (near Cincinnati). During his tenure with the agency, Rick served as a producer working in property, casualty, and life insurance sales, as Sales Manager responsible for building and growing a team of insurance producers, and as Corporate President. In 2004, he and his family sold the agency.

Rick's training career started in 1984 when he volunteered to teach insurance licensing classes in Ohio, and graduated to teaching various continuing education courses for insurance agents in Ohio and surrounding states. Rick began speaking for the Society of Certified Insurance Counselors in 1991, achieving National Faculty status in 1994. In addition to his National Faculty status, he also now serves as Educational Consultant for CIC programs in Ohio, and Seminar Consultant for the Society's Ruble Graduate Seminars in Michigan. In addition to his work in CIC, Rick teaches CISR (Certified Insurance Service Representative) classes and other continuing education programs, and provides customized training programs for insurance agencies and companies throughout the United States.



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Fees	\$75 (\$150 Non Member) AM or PM session		
	\$150 (\$300 Non Member) both sessions		
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