

University of Missouri - St. Louis
College of Business Administration
FIN 3562 Life Insurance & Employee Benefits

Spring 2011
Tuesday & Thursday
9:30 a.m. - 10:45 a.m.
132 SSB
Phone: (314) 308-9428

Gary L. Flotron, MBA, CLU, ChFC, AEP®
Office: 1109 Tower
Office Hours: Tuesday, 11:00 a.m. – 1:00 p.m.
Thursday, 11:00 a.m. - 12:00 p.m.
and by Appointment
E-mail: flotron@umsl.edu, glfclu@aol.com

PREREQUISITES: FINANCE 3500 or equivalent and a minimum GPA of 2.0.

**REQUIRED COURSE
MATERIAL:**

Edward E. Graves, Editor, McGill's Life Insurance, 7th
Edition, The American College, Bryn Mawr, PA, 2009

Burton T. Beam, Jr. & Eric A. Wiening, Fundamentals of
Insurance Planning, Third Edition, The American College,
Bryn Mawr, PA, 2009

Richard M. Weber & Christopher Hause, Life Insurance as
an Asset Class: A Value-added Component of an Asset
Allocation, Ethical Edge Insurance Solutions, LLC, 2008

Richard M. Weber & Christopher Hause, Life Insurance as
an Asset Class: Managing a Valuable Asset, Ethical Edge
Insurance Solutions, LLC, 2010

(The last two books will be handed out in class and are
provided courtesy of the Guardian Life Insurance Company
of America and Richard M. Weber, MBA, CLU, AEP®)

- COURSE OBJECTIVES:**
1. To pass the examinations.
 2. To learn and understand the basics of life insurance and employee benefits.
 3. To understand the need for life insurance and employee benefits and the role of each in financial, business and benefits planning.
 4. To provide practical information
 5. To explore possible careers within financial services/financial planning, particularly with respect to life insurance and employee benefits.
 6. To make this a positive learning experience.

GRADING POLICY: At this time, Tuesday, January 18, 2011, I intend to have three examinations including a final examination. Participation and attendance in the class will also be a factor in the final grade. The right to give a surprise quick quiz is reserved.

**CREDIT TOWARDS
FUTURE PROFESSIONAL
DESIGNATION:**

You may be able to transfer credit for this course towards the required fundamental life insurance course (HS 323) for the CLU, ChFC and CFP® professional designations through The American College of Bryn Mawr, Pennsylvania.

**LIFE INSURANCE AND EMPLOYEE BENEFITS - FIN 3562
COURSE OUTLINE
JANUARY 18, 2011**

<u>Class Date</u>	<u>Topic</u>	<u>Reading Assignment</u>
Jan 18, 2011	Introduction	None
Jan 20, 2011 Chapter 1	Economic Basis of Life Insurance	Graves.
Jan 25, 2011 Chapters 7,	Family Uses of Life Insurance – Needs Analysis	Graves, Chapter 8 (pp 1-6)
Jan 27, 2011 Chapter 2, Chapter 3	Basic Principles – Term Insurance	Graves,
Feb 1, 2011 Chapter 4	Whole Life Insurance	Graves,
Feb 3, 2011 Chapter 5	Variations of Whole Life Insurance	Graves,
Feb 8, 2011 Chapter 5	Variation of Whole Life Insurance (continued)	Graves,
Feb 10, 2011 Chapter 8 (pp 6-31)	Surrender Options and Policy Illustrations	Graves,

Feb 15, 2011 Hause, Vol. 1,	Life Insurance as an Asset Class	Weber & Executive Summary, Introduction, Chapters 1 – 6, Appendix A
Feb 17, 2011 Hause, Vol. 1,	Life Insurance as an Asset Class (continued)	Weber & Chapters 7 –
	13	
Feb 22, 2011 Posted on	Modern Portfolio Theory and Life Insurance And Other Material	Material MyGateway
Feb 24, 2011	Review & Catch Up	Study
Mar 1, 2011 Luck	Exam 1	Study/Good
Mar 3, 2011 Hause, Vol. 2,	Exam 1 Review – Volume 2, Life Insurance As an Asset Class Chapters 1 - 3	Weber & Introduction,
Mar 8, 2011 Hause, Vol. 2,	Volume 2, Life Insurance as an Asset Class (Continued)	Weber & Chapters 4 - 6
Mar 10, 2011 Hause, Vol. 2,	Volume 2, Life Insurance as an Asset Class (Continued)	Weber & Chapters 7 -9

**LIFE INSURANCE AND EMPLOYEE BENEFITS - FIN 3562
COURSE OUTLINE (CONTINUED)
JANUARY 18, 2011**

<u>Class Date</u>	<u>Topic</u>	<u>Reading Assignment</u>
Mar 15, 2011 Chapter 27	Policy Provisions	Graves,
Mar 17, 2011 Chapter 21	Settlement Agreements	Graves,

Mar 22, 2011 Chapter 6	Annuities	Graves,
Mar 24, 2011 Chapter 6	Annuities (continued)	Graves,
Mar 29, 2011	Spring Break	Enjoy
Mar 31, 2011	Spring Break	Enjoy
Apr 5, 2011	Review & Catch Up	Study
Apr 7, 2011 Luck	Exam 2	Study/Good
Apr 12, 2011 Chapter 25	Exam 2 Review – Ratings	Graves,
Apr 14, 2011 Wiening, Chapter 12	Medical Expense Insurance as an Employee Benefit	Beam &
Apr 19, 2011 Wiening, Chapter 12	Medical Expense Insurance as an Employee Benefit (continued)	Beam &
Apr 21, 2011 Wiening, Chapter 14	Disability Income Insurance	Beam &
Apr 26, 2011 Wiening, Chapter 14	Disability Income Insurance (continued)	Beam &
Apr 28, 2011 Wiening, Chapter 15	Long-Term Care Insurance	Beam &
May 3, 2011 Wiening, Chapter 15	Long-Term Care Insurance (continued)	Beam &
May 5, 2011 Wiening, Chapter 13	Individual Medical Expense Insurance – Exam Review	Beam &
May 12, 2011 (Thursday) (7:45 a.m. - 9:45 a.m.)	Final Exam	Study Good Luck