

# "Case Studies in Ethics"

Earn Three Nebraska  
Insurance Ethics CEUs

Thursday, Nov. 20, 2008  
1:15 p.m. to 4:15 p.m.

Regency Lodge  
107th and Pacific St.  
Omaha, NE

Co-Sponsored By  
Independent Insurance Agents of Omaha  
and  
Omaha Association of Health Underwriters



*Everyone is Welcome!*

Insurance Ethics Seminar  
P.O. Box 24133  
Omaha, NE 68124

Return Service Requested

# Seminar Agenda

## Registration/Check-In:

12:45 p.m. to 1:15 p.m.

## Program:

1:15 p.m. to 4:15 p.m.

### “Case Studies in Ethics”

This course is designed to give you a clear understanding of why ethics is good for you and your business. A significant portion of the seminar will be spent reviewing and discussing some intriguing and thought-provoking real life case studies. We will discuss issues affecting the insurance industry as well as the general public's perceptions of insurance.

We will discuss why ethics is important and review some current examples of unethical behavior in business (such as some of the issues which led to the current financial crisis that has crippled our country's economy.) We will develop a class definition of ethics through an open and interactive discussion focusing on full disclosure and abiding by laws. The issues discussed and clarified in this

first part of the program will be used as a guide for the various case studies to follow. At the end of the program, each attendee will complete a brief self-assessment questionnaire. You're bound to leave with a heightened awareness of ethics that will be helpful to you in your efforts to always do what is in your client's best interests.

### About Our Presenter

Robin Mueller, LUTCF resides in Franklin, Wisconsin, and has been in the financial services industry since 1979. He has a Bachelor of Science degree with an emphasis in interpersonal communications. While in college, he was a two time All-American gymnast and was inducted into his university's Athletic Wall of Fame. The Milwaukee Association of Life Underwriters chose him as their 1996 Distinguished Service Award Recipient. Robin travels the country as a keynote speaker and consultant, and has spoken at numerous industry and association meetings and seminars. He is a professional member of the National Speaker's Association.

**Thursday, Nov. 20, 2008**

**Regency Lodge**

**107th and Pacific St.**

**1:15 p.m. to 4:15 p.m.**

This course will provide three hours of Nebraska Insurance Ethics CEUs, pending approval.

Please contact Joe Pittman at (402) 397-0280 or via e-mail at [jpittman@cam-omaha.com](mailto:jpittman@cam-omaha.com) if you have any questions or concerns.



## REGISTRATION FORM

IIA/NAHU Members: \_\_\_ \$35

Non-Members \_\_\_ \$65

You can register online with a credit card via the OAHU web site at [www.oahuonline.org/calendar](http://www.oahuonline.org/calendar) — or complete and return this registration form with a check or credit card information.

NAME \_\_\_\_\_

I am a member of:

\_\_\_ Independent Insurance Agents

\_\_\_ National Association of Health Underwriters

\_\_\_ Non-member

AGENCY/COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_

FAX \_\_\_\_\_

E-MAIL ADDRESS \_\_\_\_\_

Nebraska Insurance License # or National Producer # (required for Nebraska CE Certificate) \_\_\_\_\_

(Make checks payable to the Omaha Assn. of Health Underwriters)

AMOUNT OF CHECK: \$ \_\_\_\_\_

PLEASE CHARGE MY CREDIT CARD FOR \$ \_\_\_\_\_

Type of Card:

Visa  MasterCard  American Express

Name on Card \_\_\_\_\_

Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Zip Code Associated With Credit Card \_\_\_\_\_

**PLEASE NOTE:** No refunds after Nov. 18, 2008

Please fill out the above information and mail to:

Insurance Ethics Seminar

P.O. Box 24133 • Omaha, NE 68124

Fax: (402) 397-0283

Be sure to include a check or credit card information for payment.