NAIFA
MINNESOTA

Syllabus for Continuing Education Program

Program Provider:	NAIFA - Minnesota 4707 Highway 61, N, #181, White Bear Lake, MN 55110 651.815.0668 | Info@naifa-mn.org | www.naifa-mn.org
Program Coordinator:	Sandy Beeson, Chapter Executive 651.815.0668 | sandy.beeson@naifa-mn.org
Program Chair:	Robert Hanten, MRFC LUTCF FICF 763-591-0405 | rjhanten@solidarityfinancial.com
Event:	Lunch & CE| In-person
Title:	**Ethical Issues in Financial Planning and Insurance: 2025**
Presenter:	**David Schultz, Attorney, Professor** Hamline University 651.523.2858 | dschultz@hamline.edu
Date:	Thursday, October 2, 2025
Program Format:	In-person
Location:	Midland Hills Country Club, 2001 Fulham Street, Roseville, MN 55113
Time:	8:00 AM NAIFA – MN President opens Ethics program, welcome, intro of speaker 8:10 – 9:40 Ethics Presentation (90-minutes) 9:40 – 9:50 Break 9:50 – 11:20 Presentation (90-minutes) 12:00 Lunch served 12:15 PM NAIFA–MN President opens LTC program, welcome, intro of speaker 12:30 – 4:50 PM LTC Presentation (240-minutes) 4:50 PM NAIFA – MN President thank you and comments, closes program 5:00 Program ends
Attendance Fees:	Ethics Only: Members: $15 | Nonmembers: $25 Ethics and lunch: Members: $40 | Nonmembers: $50 LTC Only: Members: $15 | Nonmembers: $25 LTC and lunch: Members: $40 | Nonmembers: $50 Full Day: Ethics, Lunch, and LTC: Members: $50 | Nonmembers: $75 Sponsors: Per-benefit package Refunds: No refunds for cancellations received after 9/26/2025 or for no show attendees.
CE Credits:	This educational offering is **PENDING** by the Minnesota Commissioner of Commerce as satisfying **THREE hours of ETHICS classroom credit** toward

continuing insurance education requirements.
(Four hours of LTC credits have been approved by MN Commerce)
A certificate of attendance is available for individuals requesting PRP (Professional Recertification Program – formerly PACE) credits.

Who Should Attend: Estate planners, financial planners, investment advisors, insurance producers, retirement counselors, CPAs and JDs.

Level of Educational Complexity: Overview

Course Description | Ethics

Why do good people and organizations do bad things? Are financial/insurance advisors evil geniuses who are in it for their own as depicted in pop culture? Is being a good person enough to being an ethical advisor? This class uses case studies and examples to help you think about ethical issues that you confront at work and what it means to be an ethical financial/insurance advisor.

Learning Objectives | Ethics

- Describe what it means to be an ethical financial/insurance advisor
- Assess the role of personal values at work
- Understand the difference between work and personal values
- Identify the values important to financial/insurance advising ethics
- How to identify an ethical dilemma
- Explore how to engage in ethical decision making
- Examine administrative evil and slippery slopes
- Review the NAIFA Code of Ethics (separate attachment)
- Identify critical components of an organizational ethics program

Outline | Ethics

- **Introduction/overview** | 10 minutes
- **Describe what it means to be an ethical person** | 30 minutes
- **Discuss what it means to be an ethical financial/insurance advisor** | 35 minutes
- **Understand the difference between work and personal values** | 35 minutes
- **How to identify an ethical dilemma** | 25 minutes
- **Identify the values important to accounting ethics/Review the NAIFA Code of Ethics** | 20 minutes
- **Explore how to engage in ethical decision making** | 10 minutes
- **Examine administrative evil and slippery slopes** | 10 minutes
- **Conclusion/Identify critical components of an organizational ethics program** | 5 minutes

Total instructing time: 180 minutes

Instructional Materials for Registered Attendees: Handouts if any will be included in the confirmation email to registered attendees or at the course.

Examination & Answers: No exam

<u>About the Ethics Course Speaker:</u>

David Schultz is Distinguished University Professor in the Departments of Political Science, Environmental Studies, and Legal Studies at Hamline University. He is also a professor of Law at the University of St. Thomas and at the General Jonas Žemaitis Military Academy of Lithuania. A four-time Fulbright scholar who has taught extensively in Europe and Asia, and the winner of the Leslie A. Whittington national award for excellence in public affairs teaching. David is former editor-in-chief of the *Journal of Public Affairs Education* and the author of more than 45 books and 200+ articles on various aspects of American politics, election law, and the media and politics. He is regularly interviewed and quoted in the local, national, and international media on these subjects including the *New York Times, Wall Street Journal, Washington Post, the Economist*, and National Public Radio. His most recent books are *Constitutional Precedent in US Supreme Court Reasoning* (2022), *Handbook of Election Law* (2022), *Presidential Swing States* (2022), and *Generational Politics in the United States* (2024). Prior to teaching, Professor Schultz served as a city director of planning, zoning and code enforcement, and as a housing and economic planner for a community action agency. David is former executive director of Common Cause Minnesota and a former vice president for the Minnesota and South Texas chapters of the American Civil Liberties Union. He is licensed to practice law in Minnesota and before the US Supreme Court.

* 1999 to 2014 he taught ethics in the Hamline School of Business.
* From 1999 to 2023 he taught ethics at the University of Minnesota School of Law
* From 2023 he has taught undergraduate ethics classes at Hamline University.
* Since 2007 he has taught more than 200 ethics training programs for individuals and organizations in the public, private, and non-profit sectors, including accountants, attorneys, engineers, insurance fraud investigators, and financial planners.
* He has authored numerous books and articles on ethics.
* David is a licensed attorney in the State of Minnesota.