

The Leader in Financial Services Education



Guide to Designations, Programs, and Advanced Degrees

From industry-respected designations to accredited master's degrees, The American College is the educational resource of choice for the nation's top financial services professionals.



LUTCF

*Life Underwriter Training
Council Fellow*

Insurance Skills

Taught by experienced financial services leaders, LUTCF classes put you on the fast track for success. By combining essential product knowledge with basic planning concepts, the LUTCF has helped thousands of insurance professionals boost their production by as much as 40%. The LUTCF designation counts as one elective credit towards the CLU® and ChFC®.*

**Accelerated Success program is not eligible.*

The American College and the National Association of Insurance and Financial Advisors (NAIFA) jointly confer the LUTC Fellow (LUTCF) designation, which has been earned by more than 67,500 professionals.

CFP®

Certification Education

Financial Planning

These courses cover all of the 89 topics required by the CFP Board to sit for the CFP® Certification Examination. The American College is the leading provider of financial education. Additionally, all of our course materials are written exclusively for financial planning practitioners.

Students who successfully complete the CFP® Certification can upgrade to the ChFC® Advanced Financial Planning designation by taking three additional courses.

REBC®

*Registered Employee
Benefits Consultant®*

Employee Benefits

The REBC® designation enhances your competitive edge in the dynamic field of employee benefits. You'll gain a thorough understanding of pensions and retirement planning, group medical plans, long-term care, executive compensation, and personnel management.

FSS

Financial Services Specialist

Financial Services Basics

FSS classes are taught by moderators with years of sales experience, helping you quickly establish a thriving financial services practice. As an FSS student, you'll gain fundamental product knowledge while learning practical sales skills that have been shown to increase production by as much as 40%.

ChFC®

Chartered Financial Consultant®

Advanced Financial Planning

The ChFC® provides comprehensive coverage of the key financial planning disciplines, including insurance, income taxation, retirement planning, investments, and estate planning, that will help you succeed in this competitive field. Designees who hold both ChFC® and CLU® credentials average up to 51% higher production income than their peers.

RHU®

Registered Health Underwriter®

Health Insurance

The RHU® is the premier credential for professionals serving a wide range of health insurance needs. It broadens your knowledge of managed care and medical, disability income, and long-term care insurance to help you succeed in the health insurance field.

CLU®

Chartered Life Underwriter®

Insurance Specialty

This prestigious course of study helps advance your career by providing in-depth knowledge on the insurance needs of individuals, business owners and professional clients. CLU® designees average up to 27% higher production income than their peers in the first year alone.



The marks CASL®, CAP®, ChFC®, CLF®, CLU®, REBC®, and RHU® are the property of The American College and may be used by individuals who have successfully completed the initial and ongoing certification requirements for these designations.

Certified Financial Planner Board of Standards Inc. owns the marks CFP®, CERTIFIED FINANCIAL PLANNER™, and CFP (with flame logo)® in the U.S., which it awards to individuals who successfully complete CFP Board's initial and ongoing certification requirements.

CLF®

Chartered Leadership Fellow®

Financial Services and Insurance Leadership

The CLF® program provides you with the knowledge you need to achieve key organizational goals, such as recruiting and retaining top performers, developing business plans, and motivating others. The CLF® holds two tracks, field and office. Each covers practical applications and seminar-based programs.

CASL®

*Chartered Advisor
for Senior Living®*

Retirement Coaching

CASL® is the most robust designation available in the specialized retirement coaching field. It provides comprehensive knowledge on financial, psychological, and sociological issues confronting older clients. Completing this rigorous program prepares you to lead clients from middle age through retirement and assist them with the management, preservation, and transfer of wealth.

CAP®

*Chartered Advisor
in Philanthropy®*

Philanthropy

The CAP® provides you with the knowledge and tools you need to help clients and prospective donors reach both financial and philanthropic goals. It enables you to work effectively with and for all types of nonprofit organizations and donors. A graduate-level program, CAP® courses also earn credits toward the prestigious MSFS master's degree.

ACCREDITED MASTER'S DEGREES*

MSM

Master of Science in Management

Executive Leadership

The MSM offers you the opportunity to refine and deepen your essential leadership skills in such areas as managing group behavior, strategic leadership and influence, and organizational and crisis communication. The MSM is an accredited one-year program that combines two one-week residencies and online distance learning in a program for executives on an accelerated career path.

MSFS

Master of Science in Financial Services

Advanced Financial Planning

The MSFS provides comprehensive tools to help you analyze, plan and implement integrated strategies in financial planning. The program combines convenient distance learning with faculty and peer interaction, helping you gain entry to advanced markets, corporate clients and larger cases. The MSFS program includes one required residency.

* The American College is accredited by the Middle States Commission on Higher Education, 3624 Market Street, Philadelphia, PA 19104; 215-662-5606

Required courses may be subject to change; please refer to our website, TheAmericanCollege.edu, for the most current information.

COURSE LIST FOR ACCREDITED MASTER'S DEGREES

Master of Science in Management

R – Required E – Elective

COURSES		MSM
Number of Courses		10
GS 900	Communications and Leadership	R
GS 910	Leadership Development Experience	R
GS 920	Personal and Interpersonal Leadership Skills	R
GS 930	Classic and Contemporary Leadership Studies	R
GS 940	Dynamic Organizational Leadership	R
GS 950	Law, Compliance, Benefits, and Social Responsibility	R
GS 960	Leading Strategy Development	R
GS 970	Decision Making Leadership Skills	R
GS 980	Ethics in Leadership	R
GS 990	Management by Leadership	R

Master of Science in Financial Services

R – Required E – Elective

COURSES		MSFS
Number of Courses		12
GS 803	Financial Statements and Business Valuation Analysis	R
GS 804	Communications and Research (Residency)	R
GS 807	MSFS Case Study Project	R
GS 811	Security Analysis and Portfolio Management	R
GS 814	Qualified Retirement Plans	R
GS 815	Advanced Estate Planning I	R
GS 816	Advanced Estate Planning II *	E
GS 817	Personal Tax Planning	R
GS 819	Mutual Funds: Analysis, Allocation, and Performance Evaluation	R
GS 831	Ethics and Human Values (Residency)	R
GS 836	Business Succession Planning I	E
GS 838	Business Succession Planning II	E
GS 839	Planning for Impact in the Context of Family Wealth	E
GS 849	Charitable Strategies	E
GS 859	Gift Planning in a Nonprofit Context	E
GS 842	Executive Compensation	R
HS 352	Financial Decisions for Retirement	E
HS 383	Interpersonal Relationships in the Workplace	E

*Available as an elective for REBC®

Please refer to our website
TheAmericanCollege.edu
for the most up-to-date
course information.

Earn a CAP® designation
in Philanthropy by taking
these three courses.