

November 2017

945: *Marketing insurance products and services* study text, 2018 edition

Updates and amendments have been made throughout the text; where relevant, web updates issued for the 2017 edition have been included.

A summary of where the principal changes have been made is given below:

Chapter 1: sections A1, C, C1 updated.

Chapter 2 (chapter structure revised): sections A-K updated.

Chapter 3: sections A1, A4, C2 updated.

Chapter 4 (chapter 6 in 2017 edition): sections A3B, A3C updated; section A1C new.

Chapter 5 (chapter 4 in 2017 edition): sections E, F updated.

Chapter 6 (chapter 5 in 2017 edition): section C2A updated.

Chapter 7 (chapter 8 in 2017 edition): sections A3, A3C, B3, B5, C1, C2, F, G, H updated.

Chapter 8 (chapter 7 in 2017 edition): sections A-A4 updated; sections F, G new.

Revision and scenario questions/answers, key terms, websites, summaries, cases, statutes and index: amended where relevant.

We hope this information is helpful to you.

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