

**TABLE OF CONTENTS**  
**Basic Life Insurance Underwriting - ALU 101**  
**Seventh Edition – 2016**

CHAPTER	TITLE
<b>1</b>	<b>DIAGNOSTIC TESTS</b> Terry Feer, RN, FALU, FLMI/M, CLU, MBA
<b>2</b>	<b>BUILD AND BLOOD PRESSURE</b> Marianne E. Cumming, BS(Pharm), MSc, MD
<b>3</b>	<b>DIABETES</b> Sandra K. Patterson, FALU, CLU, FLMI
<b>4</b>	<b>CANCER</b> Hank George, FALU, CLU, FLMI
<b>5</b>	<b>CORONARY ARTERY DISEASE</b> Rosalie Mastropolo, MD
<b>6</b>	<b>BASIC LABORATORY TESTING</b> Robert Stout, PhD, Vera F. Dolan, MSPH, FALU, and Michael Fulks, MD
<b>7</b>	<b>MOTOR VEHICLE RISK</b> Michael Clift, FALU, FLMI, ACS, AIAA
<b>8</b>	<b>INTRODUCTION TO FINANCIAL UNDERWRITING</b> Richard Weaver, FALU, FLMI, CLU, edited by ALU Curriculum Group
<b>9</b>	<b>LIFE INSURANCE PRODUCTS, MARKETING, AND DISTRIBUTION</b> Frank Goetz, FALU, FLMI, and Christopher Witte, edited by Martin Brophy
<b>10</b>	<b>CONTRACT LAW AND LEGAL FACTORS AFFECTING UNDERWRITING</b> Vickie L. Fleming, FALU, FLMI, CLU, ACS, ChFC, FLHC
<b>11</b>	<b>AVIATION</b> Susan L. Bailey Mayer, FALU, FLMI
<b>12</b>	<b>SELECTED AVOCATIONS, PROFESSIONAL SPORTS, AND OCCUPATIONS</b> Richard Weaver, FALU, FLMI, CLU, edited by Michael Clift, FALU, FLMI, ACS, AIAA
<b>13</b>	<b>INTERNATIONAL RISK</b> Glen Preston, FALU, FLMI
<b>14</b>	<b>INSURANCE REGULATION, BASIC COMPLIANCE, AND THE MIB</b> Kevin P. Cunningham, FALU, FLMI, CLU, ChFC, ACS, and Sue Corey, edited by ALU Curriculum Group

ALU 101 Students: See page iv for assigned readings in Essentials of Anatomy and Physiology.