

Dearborn Insurance Licensing Solutions

Pass the exam the first time

*Introducing our new
state-specific curriculum!*

Dearborn[™]
Financial Services
A Kaplan Professional Company

Build Knowledge for Pass-Rate Success

Dearborn Licensing is a proven exam preparation program for nationwide insurance licensing. Dearborn offers exam-focused, results-driven licensing programs for Life and Health insurance, Property and Casualty insurance, and all major series exams. We offer our programs in all 51 US jurisdictions, as well as Asia, Europe, and the United Kingdom.

Why Choose Dearborn for Insurance Licensing?

We offer:

- › streamlined licensing content that is state specific and exam focused;
- › concise, to-the-point exam preparation that tracks with the content outline from the state test administrator;
- › critical information needed to pass the state insurance license exam—product knowledge and state insurance laws—together in one textbook;
- › expert guidance in identifying and highlighting the key terms and topics most likely to appear on the state license exam;
- › blended learning programs that provide an enhanced learning experience;
- › a nationwide classroom network that offers convenient and consistent course delivery; and
- › experienced instructors who focus learning on key test areas.

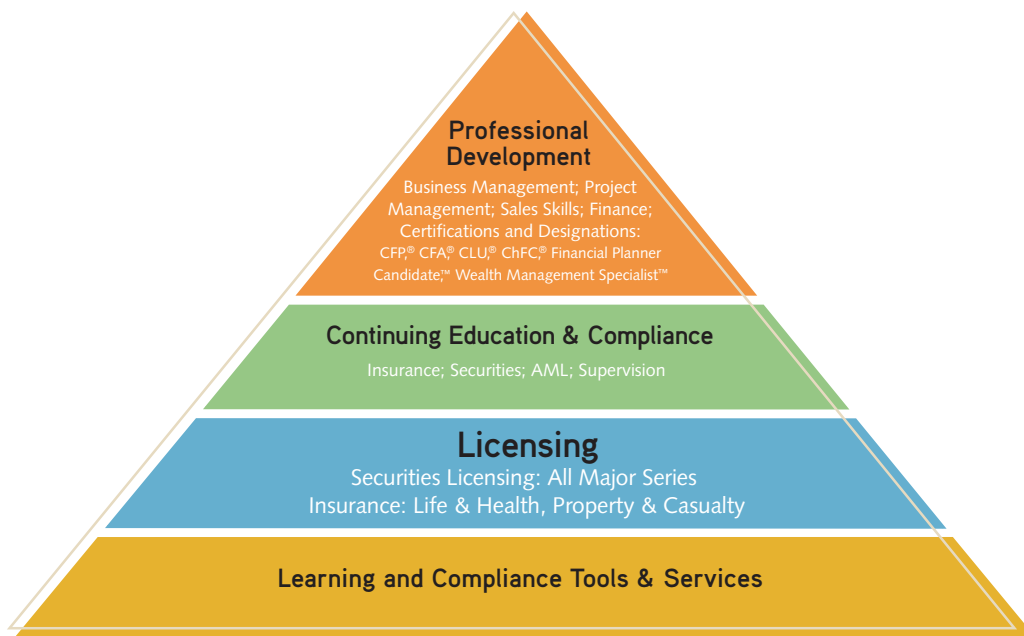




Our Offerings

The goal of licensing is to pass a standardized exam required by a regulatory body in order to market, represent, sell, or supervise the sale of insurance or securities products. Dearborn helps individuals achieve this goal through a study program that:

- › presents fundamental licensing concepts clearly, precisely, and succinctly, backed by solid principles of adult instruction;
- › simulates the actual exam experience to boost learner readiness and build confidence; and
- › emphasizes exam test points to maximize learner's preparation time.





Redefining Adult Education

One of the hallmarks of Dearborn's educational approach is an appreciation and understanding of the unique needs of the adult learner. We continuously refine our content and text design to provide the most succinct, yet comprehensive approach to teaching tested subject matter.

Before we add a new course to our curriculum, we ensure that it satisfies our three-point course development plan: Is the content focused and comprehensive? Is it accessible? Will the learning experience encourage successful results? To ensure that all courses meet these standards, we use adult-centric education principles proven to provide the most effective instruction possible.



Adult-Tailored Learning

In developing course content, Dearborn considers the typical adult learner's educational background, experience, and lifestyle. These factors form the foundation for courses that are comprehensive, easy to use, and understandable, helping to boost students' pass rate and career success.

Clearly Defined Learning Objectives

Each course follows clearly defined, pragmatic objectives that pinpoint the most important concepts needed to pass an insurance or securities licensing exam.

Easy-to-Understand Language and Organization

Complex topics are described in straightforward language. We integrate questions and interactive exercises to give students constant feedback and reinforcement of key concepts. Objectives progress incrementally to build on skills and comprehension. Study questions include detailed rationale so students understand why answers are correct.

Multiple Learning Formats

With Dearborn's industry-leading blended learning format, students can choose the approach that best matches their learning style. Regardless of format, students receive a consistent and integrated learning experience that is exam focused and achievement oriented.



Insurance Licensing Solutions

Dearborn offers licensing training for Life and Health, Property and Casualty, and Personal Lines. The breadth and depth of our product lines help ensure that you are able to train when you want, where you want, and how you want. Dearborn is committed to giving your candidates the tools that will help them pass their licensing exams on the first try.

Flexible Study Options to Fit All Learning Styles

Students can maximize their study time by choosing a program that best matches their individual learning preference. Our packages offer convenience and an excellent learning experience.

Classroom Training

Students who prefer a learning environment with instructor and peer interaction can choose from more than 5,000 classes at more than 120 locations nationwide.

We offer:

- > experienced instructors who deliver top-quality training;
- > exam-focused content and class presentation that is based on the Promissor or Thomson Prometric outlines—our new licensing exam manual is included with each classroom course;

- > standardized curriculums that provide a consistent learning experience;
- > convenient class locations and times to accommodate busy professionals;
- > question-based sessions to help ensure exam readiness; and
- > clearly defined learning objectives to ensure student mastery of course topics.

Structured Licensing Programs

Dearborn's innovative structured licensing programs blend online, classroom, and print courseware into a four- or eight-week guided study program to deliver a top-notch exam prep experience. Students will benefit from:

- > guided study plans that focus learning on tested subjects;
- > top-quality content with interactive exercises to increase comprehension;
- > online diagnostic tools to assess areas of strength and weakness;
- > practice and final exams to help ensure exam readiness; and
- > optional conference calls with experienced instructors to boost confidence and help ensure successful program completion.

Structured programs typically range from two to eight weeks.

New insurance licensing packages coming soon!





Self-Study License Exam Manual

This new state-specific, user-friendly text gives learners everything they need to know in one compact study tool. Key features and benefits include:

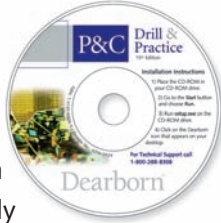


- › state-specific curriculums so learners study only material that is relevant to their state license exam—no extraneous or “generic” material interferes with test preparation;
- › all exam content—product knowledge and state insurance laws—in a single, self-contained study manual, enabling learners to rely on one source—no need to juggle multiple study manuals or learn and unlearn exam topics based on state differences;
- › key terms that are highlighted at the beginning of each unit to help learners anticipate which key concepts will be important in the upcoming study material;
- › *Take Note* sections that highlight special or unusual information and amplify important points to facilitate quick understanding when an additional point will be valuable to comprehension;
- › *Test Topic Alerts* designed to help the learners identify and master key testing areas;
- › definitions throughout each unit as new terms are introduced so learners receive an immediate understanding of new terms, in context;
- › quizzes at the end of each unit to gauge the learner's understanding of material just presented;
- › discussion questions at the end of each unit to promote critical thinking at a higher cognitive level and help learners apply newly acquired knowledge;
- › a 50-question practice test that mirrors the relative weight assigned to the state law and regulation portion of the actual license exam to help ensure exam readiness; and
- › a 100-question practice final that helps learners prepare for the license exam and identify areas requiring further review.



Drill & Practice (Online or CD-ROM)

Drill & Practice gives students a test bank of hundreds of exam-focused questions from which they can take a nearly unlimited number of practice sessions.

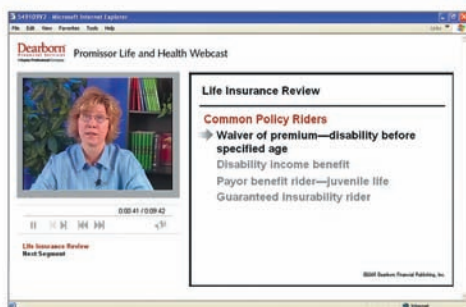


We offer:

- › randomized questions that enable learners to master concepts through comprehension rather than memorization;
- › a detailed rationale for each test question that provides immediate reinforcement;
- › numerous topical practice exams to sharpen test-taking skills; and
- › simulated practice finals that help ensure exam readiness.

Recorded Video Webcasts

The Dearborn Recorded Video Webcast Life and Health library includes a set of recorded modules designed for learners who benefit from classroom-style review integrated with the self-study process. Learners have anytime access to a classroom-type experience to help reinforce what they have learned through self study.



Questions and Answers Textbook

This easy-to-use book is a perfect supplement to the License Exam Manual. The text contains hundreds of questions on general insurance principles.

We offer:

- › a detailed rationale for each test question providing immediate reinforcement;
- › numerous topical practice exams to help sharpen test-taking skills; and
- › questions reflecting the types used on actual licensing exams to help ensure exam readiness.

Audio HotSheets

Audio HotSheets for Life and Health are an excellent add-on, CD-based study tool, reinforcing the most testable points presented in Dearborn's study materials.



We offer:

- › audio tracks for each major exam content area that help increase retention; and
- › clearly defined learning objectives to help ensure students are focused on what they need to know to pass the exam.

Start today!

Call 1-800-824-8742

or visit www.dearborn.com






Dearborn Financial Services

Dearborn Financial Services, A Kaplan Professional Company, is a leading provider of premier learning and compliance solutions to the financial services industry. Dearborn offers a comprehensive library of courses designed to meet state- and firm-mandated regulatory requirements; provides professional education for wealth management certificate, and designation programs; and accelerates selling and business enablement skills. Our robust enterprise learning management and compliance services streamline program implementation and management.

For more than 80 years, Dearborn has worked with top insurance companies, securities firms, and banks to deliver quality solutions that boost productivity, minimize risk, and deliver bottom-line results.

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