

*Certificación Internacional de Valores*

# International Securities Licensing

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**Dearborn™**  
Financial Services



THE  
FINANCIAL TRAINING  
COMPANY

# Global Partners

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After years of helping our U.S.-based financial services organizations achieve their performance standards, we are expanding our international operations to bring the same results-focused offerings to organizations in the U.K., Latin America, Asia and other key financial markets.

- Consistent, top-quality training across domestic and international offices
- Blended learning programs that maximize productivity and improve results
- Learning management and assessment tools that streamline program implementation and management

## About Dearborn Financial Services

Dearborn Financial Services is a leading provider of innovative education and compliance solutions to the financial services industry. Our offerings include securities and insurance licensing training, comprehensive firm element and insurance continuing education curriculums and compliance and regulatory services.

For more than 30 years, Dearborn has partnered with securities firms, insurance companies and banks to provide solutions that maximize training resources, boost productivity and support compliance initiatives. Dearborn is a division of Kaplan Professional, a unit of Kaplan, Inc. and a wholly owned subsidiary of The Washington Post Company.

## About The Financial Training Company

The Financial Training Company is the U.K.'s longest established private sector provider of professional finance training in accountancy, the financial markets, the law and general business. Employing over 100 full-time tutors across 19 training centers in the U.K. and Asia, Financial Training delivers the widest possible range of courses in all aspects of finance, including tax.

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# Blended learning **Solutions**

Years ago, we recognized that professional learners want learning options that go beyond classroom instruction and traditional self-study. With this in mind, we pioneered training solutions that integrate content with innovative technology and personal instructor support to help organizations structure programs to **increase pass-rate success** and **maximize training resources**.

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## **International Classroom Network**

Dearborn's classroom network manages 5,000 classes in more than 120 locations nationwide. Our partnership with The Financial Training Company expands our network globally in the U.K., Latin America, Asia and other key financial markets.

## **Student Mentors**

Dearborn's and Financial Training Company's instructors are experienced, carefully selected and rigorously trained based on current principles of professional adult education, presentation skills, course content, design and planning. Students have access to personal student servicing available through AnswerPhone<sup>SM</sup>.

## **Interactive Online Courseware**

For the self-paced learner, we offer a superior student experience through a highly interactive environment and personal student servicing via AnswerPhone<sup>SM</sup>.

### **Interactive learning tools**

- Top-quality content prepared by industry experts
- Exam-focused study tools
- Lesson exams
- Simulated final exams
- Bookmarking
- Quick quizzes
- Test alerts
- Virtually unlimited practice exams

### **Creative design**

- Interactive, engaging online learning format
- Email access to instructors and subject matter experts
- Chatroom feature coming soon!

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## **CD-ROM Video Courseware**

Our CD-ROMs offer most of the dynamic, interactive features of our online courses without the asynchronous tools. These self-study learning tools can complement any individual learning style. We have tools available for the 100% self-study learner and the classroom student who wants to reinforce learning by self-reviewing concepts and principles learned in class.

## **CD-ROM Audio Courseware**

For the auditory learner, we have Audio Hot Sheets on CD-ROM which give the student an overview of critical information from each lesson studied through an online course, a CD-ROM course or classroom instruction. CD-ROM Audio Courseware is available for Series 6, 7, 24 and 26.

## **Print Courseware**

Dearborn offers a robust library of print courses that feature our hallmark quality content, an easy-to-use design and many opportunities to sharpen test-taking skills and reinforce learning including quick quizzes, lessons and practice and final exams.

# Train with us, pass with **Confidence**

Dearborn's PASSTRAK® exam-preparation system for securities licensing is designed to give students the tools needed to help them pass their exams on the first try. Our content and instructional design are learner-centric and developed with two goals in mind: pass-rate success and a strong educational foundation.

## **Learn and validate knowledge with our integrated systems:**

- Clearly defined learning objectives to focus learning
- Evaluation tools to proactively monitor student progress and program results
- Exam-focused content and questions to help ensure exam success
- A virtually unlimited number of practice exams to sharpen test taking skills
- Quick quizzes and interactive exercises to increase retention
- Question rationale to reinforce learning
- Alerts to highly testable areas to maximize test preparation
- Study tools to reinforce and support learning
- Simulated final exams to boost confidence
- AnswerPhone<sup>SM</sup> instructor support

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**Our PASSTRAK® system is available for NASD, NYSE and NASAA Series exams. We can also customize the curriculum content based on your organization's needs.**

# Superior student **Experience**

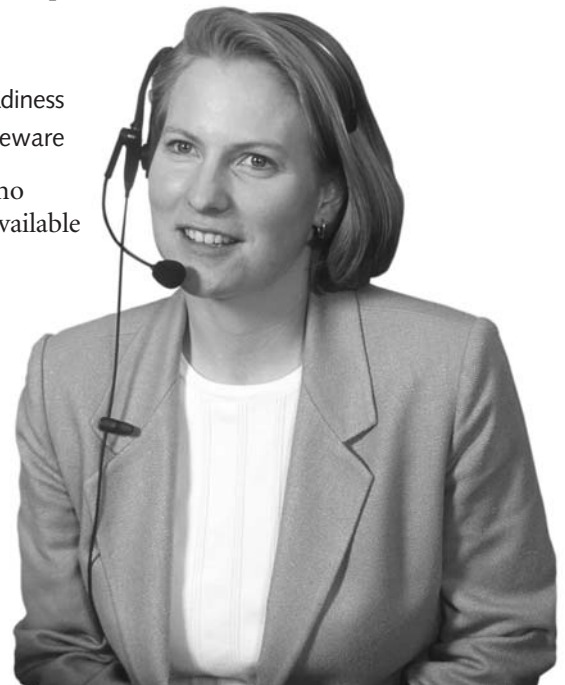
## **Dearborn AnswerPhone<sup>SM</sup>**

AnswerPhone is a lifeline when students need mentoring and additional support with complex topics. AnswerPhone is staffed by a team of experienced instructors who provide students with one-on-one support for clarification of key concepts and help ensure course mastery. AnswerPhone can:

- Offer study tips to maximize exam-preparation efficiency
- Consult with you on heavily tested topics to help ensure exam readiness
- Provide rapid responses to questions on Dearborn's Series courseware

AnswerPhone is a complimentary service available to individuals who purchase any of our securities licensing courseware. Instructors are available via telephone or email. We also offer fee-based services for corporate customers, which can be customized to your firm's specific needs.

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# PASSTRAK® securities exam-prep learning strategies for pass rate **Success**

Streamline your licensing programs with globally delivered exam-preparation from Dearborn and The Financial Training Company.

**We can educate your U.S. and internationally based representatives in the following Series exams:**

- Series 3 – National Commodity Futures Exam
- Series 4 – Registered Options Principal Exam
- Series 7/17 – General Securities Registered Exam
- Series 9/10 – General Securities Sales Supervisor Exam
- Series 24 – General Securities Principal Exam
- Series 37/38 – Canadian Module Exams

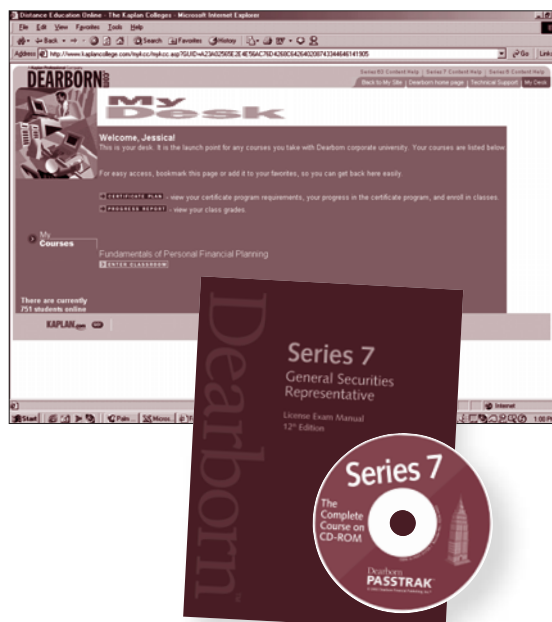
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**We can also offer standard and customized licensing programs for:**

- Series 6 – Investment Company Products/Variable Contracts Limited Representative Exam
- Series 26 – Investment Company Products and Variable Products Supervisor Exam
- Series 27/28 – Financial and Operations Principal Exam
- Series 31 – Futures Managed Funds Exam
- Series 53 – Municipal Securities Principal Exam
- Series 55 – Equity Trader Exam for Limited Representatives
- Series 63 – Uniform Securities Agent State Law Exam
- Series 65 – NASAA – Investment Advisor Law Exam
- Series 66 – Investment Advisory Representative Exam

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**Please contact your Dearborn Account Manager or email [inquiries@dearborn.com](mailto:inquiries@dearborn.com) for more details.**



# Web-based compliance **Management**

Dearborn Career Tracker™ is your completely integrated e-commerce, e-learning and compliance management solution.

This web-based system will help you streamline the implementation and management of your training programs, individual compliance requirements, demographic information and more! Unique features allow you to:

- Monitor and track precensuring diagnostics for accountability
- Monitor and track post-licensing progress toward mandatory requirements
- Deliver insurance and securities compliance management for individuals and organizations
- Custom design content and delivery
- Access online reporting tools
- Order online



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## 2002 Schedule for **Series 7/17 Classes**

### **Dates**

October 21st – 25th  
November 18th – 22nd

### **Location**

The Financial Training Company  
New London House  
6 London Street  
London  
EC3R 7LP  
Email: [inquiries@dearborn.com](mailto:inquiries@dearborn.com)

### **Register today!**

To register for a class, please call **800-824-8742**.  
For more information please email:  
[inquiries@dearborn.com](mailto:inquiries@dearborn.com).

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**Dearborn**<sup>™</sup>  
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