



Outperform the Competition with Dearborn's
NEW **Property and Casualty Curriculum.**

Dearborn[™]
Financial Services
A Kaplan Professional Company

Work with Dearborn for Your Competitive Advantage.

The new Dearborn curriculum offers you a competitive advantage to increase sales and profitability through cutting-edge licensing, CE and professional development courses. The more your team knows about the industry, the more you can increase sales through cross-selling, up-selling and providing excellent service.

Policy Coverage Learning Process.

Whether your company uses ISO forms or a customized brand, this learning approach helps insurance professionals recognize the strengths of your brand as compared to the competition.

- ISO policy forms
- ISO links to policy form excerpts
- Policy form comparison charts
- Forms reference guides

Versatile Training Formats.

With online, text and CD-ROM formats available for most courses, employee training is both flexible and self-paced—giving your company options on where and when programs are offered. All materials are concise and to the point.

Current and Relevant Courses.

Choose from a variety of 22 continuing education courses, with offerings on current and important topic areas ranging from “Terrorism for Commercial Lines” to “Cultural Diversity for Insurance Professionals.” Dearborn’s new curriculum addresses a comprehensive range of issues which affect your organization’s customers nationwide.

If you are looking for straightforward and respected professional licensing materials—Dearborn Financial Services is a leader in the field of prelicensing and continuing education training for the insurance industry.

Contact your Account Manager or Dearborn Customer Service at 1-800-824-8742 for a complete course listing and information on how we can expand your property and casualty training program today.

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