



Gain a **Competitive Advantage** with CE.

Dearborn[™]
Financial Services
A Kaplan Professional Company

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

Our comprehensive suite of licensing and career development courses cover the areas of personal lines, commercial lines, business practices and claims skills. The more you know 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

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 customers.

Ease of Use—At Your Convenience.

With a choice of online, text and CD-ROM formats, you can complete your continuing education training/credits at a time that works with any schedule and does not take away from your business or family time.

Cost, Quality and the Sales Pitch.

Each course has the quality you have come to expect from Dearborn. The new comprehensive curriculum ensures that you can meet your continuing education credits without having to sit through a carrier-provided, day-long sales pitch.

Whether you are studying for your license or have been in the insurance business for 30 years—Dearborn offers courses for all levels of expertise.

Contact Dearborn Customer Service at 1-800-824-8742 to learn more about individual course registration and for a complete course listing.

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