

2012- CE Self Study AND Ethics Class -DOHRN Insurance Training, Inc. "Do -It Yourself" CE Registration Form

******ALL REPORTING FEES ARE INCLUDED IN ALL OF THE PRICES- NO HIDDEN FEES******

- ONE SELF STUDY COURSE = 12 CE Hours; TWO SELF STUDY COURSES = 24 CE HOURS
- ONE ETHICS COURSE MEETS THE THREE HOUR CLASS REQUIREMENT FOR LICENSE RENEWAL

TWO SELF STUDY COURSES (24 Hrs) \$58	+ CLASS \$37 = \$95 TOTAL*	ONE SELF STUDY COURSE (12 Hrs.) \$40	+ CLASS \$37 = \$77 TOTAL*
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Please check method you would like to receive your CE Self Study course(s):

Pick up the day of Ethics Class

Pay \$5.00 extra to ship them to me.

I will be accessing them online (do not need books)

<p>TWO SELF STUDY COURSES ONLY (24 hrs) - NO ETHICS - \$58</p> <p>Please check how you would like to receive your CE Self Study courses</p> <p><input type="checkbox"/> <i>Pay \$5.00 extra to ship them to me.</i></p> <p><input type="checkbox"/> <i>I will be accessing them online (do not need books)</i></p>	<p>ONE SELF STUDY COURSE ONLY (12 hrs) NO ETHICS - \$40</p> <p>Please check how you would like to receive your CE Self Study course</p> <p><input type="checkbox"/> <i>Pay \$5.00 extra to ship them to me.</i></p> <p><input type="checkbox"/> <i>I will be accessing them online (do not need books)</i></p>	<p>ONE ETHICS CLASS ONLY - \$37</p> <p>Required 3 hours</p> <p>(NO SELF STUDY COURSE)</p>
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(If Applicable) PLEASE INDICATE CHOICE(S) OF SELF STUDY COURSE(S) By placing ("X") in the course box(es) below:

ISIP #1	PFP #2	UPL #3	FIL #4	EPB #5	BIB #6	RPP #7	RM #8	BP #9	MLIP #10
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(If Applicable) PLEASE INDICATE ETHICS CLASS CHOICE AND INFORMATION (refer to schedule for details):

#1/ #2/ #3/ #4 DATE (MO/DAY): ___/___/___ LOCATION: _____ START TIME: _____

Please send future discount and renewal information to my email address: _____

Name _____ NPN# _____
(National Producer Number- Required to Report Course Completion)

Street _____ City _____ Zip _____

Daytime Phone: () _____ Payment method: _____ Credit Card _____ MO _____ Check _____

Credit card number _____ Exp date (Mo/Yr) ___/___/___ CVV# _____ Signature _____

Print Name of Cardholder _____ CREDIT CARD BILLING ADDRESS _____

(if different from the shipping address, above)

Note: Payment by check will delay course completion reporting by 10 business days and check must be received by us at least 14 days BEFORE your Ethics Class Date. By submitting this CE Self Study registration form to Dohrn Insurance Training, Inc, the purchaser agrees: 1) that course cancellation is available with written notice only for ten days from your purchase of self study and a \$15 cancellation will be deducted from any refund AND 2) Ethic class cancellation must received by us in writing at least two business days BEFORE your class date and a \$15 cancellation will be deducted from any refund AND 3) no course can be transferred from one individual to another. All Self Study courses purchased must be completed within TWO YEARS of purchase dates. Dohrn does next business day course completion reporting.

SORRY. WE CANNOT TAKE CREDIT CARD ORDERS VERBALLY OVER THE PHONE. QUESTIONS? CALL US AT 800-876-3313

For Fastest Service, Detach and **Fax Order to 847-455-1153** with credit card payment or Mail with payment to

Dohrn Insurance Training, Inc., 8517 W. Grand Ave, River Grove, IL 60171. UPON RECEIPT OF YOUR ETHICS CLASS REGISTRATION DOHRN WILL CONTACT YOU BY PHONE TO CONFIRM YOUR COURSE, CLASS DATE AND CLASS TIME. THANK YOU!

2012 - DOHRN INSURANCE TRAINING, INC - CONTINUING EDUCATION COURSE DESCRIPTIONS

Each 12 hour course is self-study and has a required exam containing a 50 Question –“Open Book” – Nonsupervised Exam

We also offer CE credit for CPA’s and Funeral Director/Embalmer licenses at no extra cost, please call for details.

<p>"Interest Sensitive Insurance Products" # 1 ISIP (12 hrs)</p> <p>A review of economic and taxation history leading to the insurance industry product revolution of the early 1980's. Universal Life is compared with ISWL and Variable Life.</p>	<p>"Practical Financial Planning/The Role of Insurance" # 2 PFP (12 hrs)</p> <p>The approach of financial needs analysis is described and detailed with respect to various insurance lines and products.</p>	<p>"Understanding Personal Lines" # 3 UPL (12 hrs)</p> <p>Whether you are a property and casualty producer or a life and health producer, this course will help you spotlight critical insurance personal lines.</p>	<p>"Fundamentals of Insurance Law" # 4 FIL (12 hrs)</p> <p>This course will define and apply contract law, agency law and state and federal regulation with respect to all parties affected.</p>
<p>"Estate Planning Basics" # 5 EPB (12 hrs)</p> <p>The disposition of personal and real property at death while minimizing taxation are keys to successful estate planning. Course explains applicable legal terminology and examines the basic use of wills and trusts.</p>	<p>"Business Insurance Basics" # 6 BIB (12 hrs)</p> <p>The ownership entities of sole proprietorship, partnership and corporation are thoroughly examined with respect to important insurance contract principles.</p>	<p>"The Retirement Planning Process" # 7 RPP (12 hrs)</p> <p>Social Insurance, individual and corporate qualified and nonqualified concepts are reviewed. Determining cash accumulation objectives and balancing them with asset allocation for distribution is highlighted.</p>	<p>"Risk Management: Property & Casualty" # 8 RM (12 hrs)</p> <p>This course defines the parameters of risk management with a focus of reducing costs of loss exposure. Limiting loss exposures by avoidance and loss control are examined.</p>
<p>"Business Planning For The Insurance Producer" #9 BP (12 hrs)</p> <p>Course is your guide to personal or agency business planning; Includes a review of the business planning process & detailed marketing concepts</p>	<p>"Mortgage Financing and Life Insurance Protection" #10 MLIP (12 hrs)</p> <p>Mortgage alternatives are explored in detail along with various life products which can be used to protect the repayment ability of the borrower.</p>	<p>"Ethics 1: STOLI: Stranger Owned Life Insurance" NO EXAM 3 hrs –CLASSROOM ONLY <i>Refer to Class Schedule for Dates</i></p> <p>Long and short term viatical settlement concepts are explored with special emphasis on recognizing and understanding STOLI pros and cons</p>	<p>"Ethics 2: Creating a Producer Code of Conduct" NO EXAM 3 hrs –CLASSROOM ONLY <i>Refer to Class Schedule for Dates</i></p> <p>This course has the goal of helping the producer to avoid trouble while guiding them in how to create their own sound code of conduct.</p>
<p><u>ILLINOIS ETHICS CLASS CE REQUIREMENT</u>– Anyone renewing an Illinois Producer License as of 1/1/10 and after must meet a new 24 CE hour requirement, of which at least THREE hours must be a CLASSROOM Ethics Course. DOHRN Insurance Training offers about 10 Ethics class dates every month at a variety of convenient locations throughout Illinois We also offer Long Term Care Partnership (8 CE hours) and the Long Term Care Partnership Refresher Course (4 CE hours), See: www.dohrnit.com</p>		<p>"Ethics 3: "Ethical Conduct and Leadership" NO EXAM 3 hrs –CLASSROOM ONLY <i>Refer to Class Schedule for Dates</i></p> <p>Course explores how each action by the producer reflect on who they and the industry in which they work.</p>	<p>"Ethics 4: "Ethical Sales and Marketing Conduct" NO EXAM 3 hrs –CLASSROOM ONLY <i>Refer to Class Schedule for Dates</i></p> <p>The "Do's" and Don't's" of insurance sales are analyzed from prospecting to follow-up and all in between.</p>

CE & ETHICS COURSE ORDERING DIRECTIONS:

- **Fully complete and return only the "Do-It-Yourself" CE Registration Form to Dohrn, indicating your course selections.**
- **It is strongly recommended that you register and pay in advance for an ethics class (advance payments by credit card welcomed). Walk-in registration on the day of class is allowed, subject to available space and payment restrictions, below:**
- **Walk-in Ethics Registrants on the day of class must pay with CASH OR U.S. POSTAL MONEY ORDER ONLY (No credit or checks)**