

2017- CE Self Study AND Ethics Class -DOHRN Insurance Training, Inc. "Do -It Yourself" CE Registration Form

NOTE: REPORTING FEES* Charge of \$1 per/hr are added ONLY to ALL 12 hour Self-Study course orders

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

Buy Ethics AND Self Study and
SAVE \$10 on Ethics and \$10 on
CE self-study **(SAVE \$20total!)**

Please check method you would like to receive your CE Self Study course(s):

- Pick up the day of Ethics Class Pay
 \$7.00 extra to ship them to me.
 I will be accessing them online (do not need books)

2 SELF STUDY COURSES (24 hrs) NO ETHICS - \$55 (+ \$24 Reporting fees) Please indicate how you will receive courses above	1 SELF STUDY COURSE (12 hrs) NO ETHICS - \$35 (+ \$12 Reporting Fees) Please indicate how you will receive courses above	ONE ETHICS CLASS ONLY - \$49 Required 3 hours (NO SELF STUDY COURSE)
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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):

"The Ethics of Being Trustworthy" DATE (MO/DAY) _____ / _____ LOCATION _____ START TIME: 9:30AM

Email address is MANDATORY to receive confirmation!! Your order will not be processed without it _____
 (Email Address)

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

Street _____ City _____ Zip _____

Daytime Phone () _____ Signature _____

Credit card number _____ Exp Date (Mo/Yr) _____ / _____ CVV# _____

Print Name of Cardholder _____ Credit Card Billing Address _____

(If different from the shipping address, above)

By submitting this CE Self Study registration form to Dohrn Insurance Training, Inc., the purchaser agree 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 be 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 r. All self-study courses purchased must be completed within TWO YEARS of purchase dates. Dohrn does same 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.

You will receive email confirmation of your order.

All reporting fees collected are forwarded to SBS, Inc. by Dohrn on behalf of the producer upon course completion reporting.

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
Reporting fees, at one dollar per CE self-study credit hour, are charged only for courses numbered 1-10, below, which are 12 credit hour self-study courses. No reporting fees are charged on Ethics or self-study course programs less than 12 hours credit.

<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 5: "Ethical Insurance Marketing and Sales" NO EXAM 3 hrs. –CLASSROOM ONLY</p> <p>Our current ethics class (2014-2015) explores the impact that proper prospecting and sales techniques have on helping the ethical producer build a successful long term business.</p>	<p>"Ethics 5: "The Ethics of Being Trustworthy" NO EXAM 3 hrs. – CLASSROOM ONLY</p>
<p style="text-align: center;"><u>ILLINOIS ETHICS CLASS CE REQUIREMENT</u></p> <p>Any one renewing an Illinois Producer License as of 1/1/2010 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.</p>		<p><u>We also offer:</u> Long Term Care Partnership (8 CE hours), Long Term Care Partnership Refresher Course (4 CE hours), and Annuity Suitability (4 CE hours) See: www.dohrnit.com for details</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)**

DECEMBER 2017

ETHICS CLASS SCHEDULE & LOCATIONS

8 DIFFERENT LOCATIONS

Class Times: 9:30 am - 12:30 pm for ALL LOCATIONS

LOCATION INFORMATION:	
RG RIVER GROVE / CHICAGO	Dohrn Insurance Training 8517 Grand Avenue, River Grove, IL 60171
ELM ELMHURST / OAKBROOK	Dohrn Insurance Training 909 South Route 83, Elmhurst, IL 60126
SCH SCHAUMBURG / ELGIN	Wingate By Wyndham 50 Remington Road, Schaumburg, IL 60173
TP TINLEY PARK / JOLIET / KANKAKEE	Wingate by Wyndham 18421 North Creek Drive, Tinley Park, IL 60447
RKFD ROCKFORD / FREEPORT / DIXON	Courtyard by Marriot 7676 East State Street, Rockford, IL 61108
BLM BLOOMINGTON / SPRINGFIELD	Courtyard by Marriot 310 Greenbriar Drive, Normal, IL 61761
CHGO CHICAGO CENTRAL LOOP	Club Quarters Hotel - Central Loop 111 West Adams Street, Chicago, IL 60603
NAPV NAPERVILLE / WARRENVILLE	Hyatt House 27554 Maecliff Drive, Warrenville, IL 60555

DAY	DATE	LOCATION	COURSE	TIME
FRI	12/1	ELM	Ethics #5	9:30am -12:30pm
THU	12/7	SCH	Ethics #5	9:30am -12:30pm
THU	12/7	RKFD	Ethics #5	9:30am -12:30pm
FRI	12/8	BLM	Ethics #5	9:30am -12:30pm
FRI	12/8	TP	Ethics #5	9:30am -12:30pm
SAT	12/9	RG	Ethics #5	9:30am -12:30pm
WED	12/13	ELM	Ethics #5	9:30am -12:30pm
THU	12/14	CHI	Ethics #5	9:30am -12:30pm
FRI	12/15	NAPV	Ethics #5	9:30am -12:30pm
WED	12/20	SCH	Ethics #5	9:30am -12:30pm
THU	12/21	TP	Ethics #5	9:30am -12:30pm
FRI	12/22	ELM	Ethics #5	9:30am -12:30pm
WED	12/27	ELM	Ethics #5	9:30am -12:30pm
FRI	12/29	RG	Ethics #5	9:30am -12:30pm

JANUARY 2018

ETHICS CLASS SCHEDULE & LOCATIONS

8 DIFFERENT LOCATIONS

Class Times: 9:30 am - 12:30 pm for ALL LOCATIONS

LOCATION INFORMATION:	
RG RIVER GROVE / CHICAGO	Dohrn Insurance Training 8517 Grand Avenue, River Grove, IL 60171
ELM ELMHURST / OAKBROOK	Dohrn Insurance Training 909 South Route 83, Elmhurst, IL 60126
SCH SCHAUMBURG / ELGIN	Wingate By Wyndham 50 Remington Road, Schaumburg, IL 60173
TP TINLEY PARK / JOLIET / KANKAKEE	Wingate by Wyndham 18421 North Creek Drive, Tinley Park, IL 60447
RKFD ROCKFORD / FREEPORT / DIXON <i>(New Location as of January 2018)</i>	Hilton Garden Inn Rockford 7675 Walton Street Rockford, IL 61108
BLM BLOOMINGTON / SPRINGFIELD	Courtyard by Marriot 310 Greenbriar Drive, Normal, IL 61761
CHGO CHICAGO CENTRAL LOOP	Club Quarters Hotel - Central Loop 111 West Adams, Chicago, IL 60603
NAPV NAPERVILLE / AURORA <i>(New Location as of January 2018)</i>	Naperville Public Library 95 th Street Library 3015 Cedar Glade Road, Naperville IL 60564

DAY	DATE	LOCATION	COURSE	TIME
FRI	1/5	RG	Ethics #6	9:30am -12:30pm
WED	1/10	TP	Ethics #6	9:30am -12:30pm
THU	1/11	CHI	Ethics #6	9:30am -12:30pm
FRI	1/12	SCH	Ethics #6	9:30am -12:30pm
SAT	1/13	RG	Ethics #6	9:30am -12:30pm
MON	1/15	RG	Ethics #6	9:30am -12:30pm
WED	1/17	ELM	Ethics #6	9:30am -12:30pm
THU	1/18	RKFD	Ethics #6	9:30am -12:30pm
FRI	1/19	NAPV	Ethics #6	9:30am -12:30pm
WED	1/24	SCH	Ethics #6	9:30am -12:30pm
THU	1/25	ELM	Ethics #6	9:30am -12:30pm
FRI	1/26	TP	Ethics #6	9:30am -12:30pm
SAT	1/27	RG	Ethics #6	9:30am -12:30pm

FEBRUARY 2018

ETHICS CLASS SCHEDULE & LOCATIONS

8 DIFFERENT LOCATIONS

Class Times: 9:30 am - 12:30 pm for ALL LOCATIONS

LOCATION INFORMATION:	
RG RIVER GROVE / CHICAGO	Dohrn Insurance Training 8517 Grand Avenue, River Grove, IL 60171
ELM ELMHURST / OAKBROOK	Dohrn Insurance Training 909 South Route 83, Elmhurst, IL 60126
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CHGO CHICAGO CENTRAL LOOP	Club Quarters Hotel - Central Loop 111 West Adams, Chicago, IL 60603
NAPV NAPERVILLE / AURORA	Naperville Public Library 95 th Street Library 3015 Cedar Glade Road, Naperville IL 60564

DAY	DATE	LOCATION	COURSE	TIME
FRI	2/2	ELM	Ethics #6	9:30am -12:30pm
WED	2/7	TP	Ethics #6	9:30am -12:30pm
THU	2/8	RKFD	Ethics #6	9:30am -12:30pm
THU	2/8	SCH	Ethics #6	9:30am -12:30pm
FRI	2/9	BLM	Ethics #6	9:30am -12:30pm
FRI	2/9	RG	Ethics #6	9:30am -12:30pm
TUE	2/13	CHI	Ethics #6	9:30am -12:30pm
FRI	2/16	ELM	Ethics #6	9:30am -12:30pm
SAT	2/17	SCH	Ethics #6	9:30am -12:30pm
MON	2/19	RG	Ethics #6	9:30am -12:30pm
WED	2/21	NAPV	Ethics #6	9:30am -12:30pm
FRI	2/23	TP	Ethics #6	9:30am -12:30pm
MON	2/26	RG	Ethics #6	9:30am -12:30pm