

# JULY

2018

SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6 ELM	7
8	9	10	11	12 SCH	13 TP	14
15	16	17 NAPV	18	19 RG	20 RKFD	21 ELM
22	23	24 RG	25 TP	26 CHI	27 SCH	28
29	30	31				

# AUG

2018

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3 ELM	4
5	6	7	8	9 TP	10 SCH	11
12	13	14	15	16 RG	17 ELM	18 SCH
19	20	21	22 TP	23 RKFD CHI	24 SCH BLM	25
26	27	28	29 RG	30	31	

# SEPT

2018

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4	5	6	7 ELM	8
9	10	11	12 RKFD	13 SCH	14 TP	15 ELM
16	17	18	19 NPV	20 CHI	21 RG	22
23	24	25 TP	26 SCH	27	28 ELM	29
30						

# Dohrn ETHICS Classes

ALL ETHICS CLASSES ARE FROM 9:30AM TO 12:30PM

8 CONVENIENT LOCATIONS IN ILLINOIS

## CLASS LOCATIONS

(RG) RIVER GROVE  
DOHRN Insurance Training  
8517 W. Grand Ave. Suite A  
River Grove, IL 60171  
847.455.1130

(SCH) Schaumburg  
Wingate by Wyndham  
50 Remington Road  
Schaumburg, IL 60173  
847.882.5000

(ELM) ELMHURST/OAKBROOK  
OAKHURST OFFICE CENTER  
909 South Route 83 (Kingery Hwy)  
Suite 100  
Elmhurst, IL 60126  
847.455.1130

(TP) Tinley Park  
Wingate by Wyndham  
18421 North Creek Drive  
Tinley Park, IL, 60447  
708.532.9300

(CHI) Downtown Chicago  
Club Quarters Hotel - Central Loop  
3rd Floor, The Clark Room  
111 West Adams Street  
Chicago, IL 60603  
312.214.6400

(RKFD) Rockford  
Hilton Garden Inn Rockford  
7675 Walton Street  
Rockford, IL 61108  
815.229.3322

(NAPV) Naperville/Aurora  
Naperville Public Library  
95th Street Library  
3015 Cedar Glade Road  
Naperville, IL 60564  
630.961.4100

(BLM) Bloomington/Normal  
Courtyard by Marriot  
310 Greenbriar Drive  
Normal, IL 61761  
309.862.1166



# 2018 - 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)

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

**(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
---------	--------	--------	--------	--------	--------	--------	-------	-------	----------

**(If Applicable) PLEASE INDICATE ETHICS CLASS CHOICE AND INFORMATION (refer to schedule for details):**

"Ethics Decision Making"      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. All self-study courses purchased must be completed within TWO YEARS of purchase dates. Dohrn does same business day course completion reporting.

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><b>"Interest Sensitive Insurance Products" # 1 ISIP (12 hrs.)</b></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><b>"Practical Financial Planning/The Role of Insurance" # 2 PFP (12 hrs.)</b></p> <p>The approach of financial needs analysis is described and detailed with respect to various insurance lines and products.</p>	<p><b>"Understanding Personal Lines" # 3 UPL (12 hrs.)</b></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><b>"Fundamentals of Insurance Law" # 4 FIL (12 hrs.)</b></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><b>"Estate Planning Basics" # 5 EPB (12 hrs.)</b></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><b>"Business Insurance Basics" # 6 BIB (12 hrs.)</b></p> <p>The ownership entities of sole proprietorship, partnership and corporation are thoroughly examined with respect to important insurance contract principles.</p>	<p><b>"The Retirement Planning Process" # 7 RPP (12 hrs.)</b></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><b>"Risk Management: Property &amp; Casualty" # 8 RM (12 hrs.)</b></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><b>"Business Planning For The Insurance Producer" #9 BP (12 hrs.)</b></p> <p>Course is your guide to personal or agency business planning; Includes a review of the business planning process &amp; detailed marketing concepts</p>	<p><b>"Mortgage Financing and Life Insurance Protection" #10 MLIP (12 hrs.)</b></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><b>"Ethics 6: "Ethical Decision Making" NO EXAM 3 hrs. – CLASSROOM ONLY</b></p> <p>This course reviews the basic values required of an insurance fiduciary and encourages each individual to examine their own attitudes with respect to public interaction while offering a method to commit their beliefs to written form.</p>	
<p style="text-align: center;"><b><u>ILLINOIS ETHICS CLASS CE REQUIREMENT</u></b></p> <p>Any one renewing an Illinois Producer License as of 1/1/2010 and after must meet a <b>new 24 CE hour requirement, of which at least THREE hours must be a CLASSROOM Ethics Course.</b> DOHRN Insurance Training offers about 10 Ethics class dates every month at a variety of convenient locations throughout Illinois.</p>		<p><b><u>We also offer:</u></b>  <b>Long Term Care Partnership (8 CE hours), Long Term Care Partnership Refresher Course (4 CE hours), and Annuity Suitability (4 CE hours)</b>  <b>See: <a href="http://www.dohrnit.com">www.dohrnit.com</a> for details</b></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)**