

Mar.

Ethics

2024

ETH = WEBINAR ONLY

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

NOTE: ALL Ethics classes are WEBINAR ONLY

info@dohrnit.com
Staff hours M-F 8a-3p

Dohrn Office Staff:
847-455-1130

See information below for how you
can save \$\$\$ on your ethics class
today!

www.dohrnit.com

Apr.

Ethics

2024

WEB = WEBINAR ONLY

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

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May

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DOHRN INSURANCE TRAINING, INC – CE SELF-STUDY 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.

"Interest Sensitive Insurance Products" # 1 ISIP (12 hrs.) 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.	"Practical Financial Planning/The Role of Insurance" # 2 PFP (12 hrs.) The approach of financial needs analysis is described and detailed with respect to various insurance lines and products.	"Understanding Personal Lines" # 3 UPL (12 hrs.) Whether you are a property and casualty producer or a life and health producer, this course will help you spotlight critical insurance personal lines.	"Fundamentals of Insurance Law" # 4 FIL (12 hrs.) This course will define and apply contract law, agency law and state and federal regulation with respect to all parties affected.
"Estate Planning Basics" # 5 EPB (12 hrs.) 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.	"Business Insurance Basics" # 6 BIB (12 hrs.) The ownership entities of sole proprietorship, partnership and corporation are thoroughly examined with respect to important insurance contract principles.	"The Retirement Planning Process" # 7 RPP (12 hrs.) 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.	"Risk Management: Property & Casualty" # 8 RM (12 hrs.) 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.
"Business Planning For The Insurance Producer" #9 BP (12 hrs.) Course is your guide to personal or agency business planning; Includes a review of the business planning process & detailed marketing concepts	"Mortgage Financing and Life Insurance Protection" #10 MLIP (12 hrs.) Mortgage alternatives are explored in detail along with various life products which can be used to protect the repayment ability of the borrower.	"Ethics 6: "Ethical Decision Making" NO EXAM 3 hrs. – CLASSROOM OR VIA WEBINAR 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 style="text-align: center;"><u>ILLINOIS ETHICS CLASS CE REQUIREMENT</u></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 an Ethics Course . DOHRN Insurance Training offers about 8 Ethics class dates every month of which five dates are available via Webinar.		<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	

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)**

Pricing as of 6/1/19 - CE Self Study AND Ethics Class -DOHRN IT, Inc. "Do -It Yourself" CE Registration Form

NOTE: REPORTING FEES * Charge of \$1 per/hr are added ONLY to Self-Study course hours ordered

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

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

Please indicate below how you will receive CE Self-Study courses if purchased:

- ☐ Pick up in-person on the day of Ethics Class (In Person Attendance Only)
☐ \$11.00 extra to ship them to me.
☐ I will be accessing all materials at www.dohrnit.com/con_edu.html

2 SELF STUDY COURSES (24 hrs) PLUS ETHICS PURCHASE \$75* NO ETHICS (Self-Study Only) - \$59* (* PLUS \$24 Reporting fees)	1 SELF STUDY COURSE (12 hrs) PLUS ETHICS PURCHASE \$55* NO ETHICS (Self-Study Only) - \$39* (* PLUS \$12 Reporting fees)	ETHICS ONLY (no Self Study - \$36** (*PLUS \$3 Reporting fees) ETHICS (With Self-Study) \$26** (* PLUS \$12 Reporting fees)
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(If Applicable) PLEASE INDICATE CHOICE(S) OF SELF STUDY COURSE(S) by placing ("X") in the course box (es) below:

<i>ISIP #1</i>	<i>PFP #2</i>	<i>UPL #3</i>	<i>FIL #4</i>	<i>EPB #5</i>	<i>BIB #6</i>	<i>RPP #7</i>	<i>RM #8</i>	<i>BP #9</i>	<i>MLIP #10</i>
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NOTE: All Ethics Webinars are available only on class dates scheduled at our Elmhurst Location

(If applicable) I will be attending ETHICS (Indicate) _____ In-Person Attendance _____ Via Webinar

"Ethical 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 "Do-It-Yourself" registration form to Dohrn Insurance Training, Inc., purchaser agrees to the Terms and Conditions of Dohrn Insurance Training, Inc. which are available for inspection at <http://dohrnit.com/terms.html> and are incorporated into this course registration document by reference. For Fastest Service, Detach and **Fax Order to 847-455-1153** with credit card payment or scan completed form and email to info@dohrnit.com. You can also 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.