



Securities Licensing • Insurance Licensing • Insurance Continuing Education



Class Schedules

July–September 2015

Texas

Financial Education



KAPLAN
UNIVERSITY

SCHOOL OF PROFESSIONAL
AND CONTINUING EDUCATION



Campus Locations

Arlington

Kaplan Professional
Schools

2241 S. Watson Rd,
Suite 181

Arlington, TX 76010

Houston–North

Texas School of
Business North

711 East Airtex Drive
Houston, TX 77073

San Antonio

Kaplan College
San Pedro

7142 San Pedro Ave,
Ste. 100

San Antonio, TX 78216

Austin

Norris Conference Center

2525 W. Anderson Lane

Austin, TX 78757

Houston–Main

Norris Conference Center
– Houston Westchase

9990 Richmond
Avenue, Ste. 102

Houston, TX 77042

Friendswood

Texas School of
Business Friendswood

3208 FM 528

Friendswood, TX 77546

Dallas

Kaplan College

12005 Ford Rd.

Dallas, TX 75234

Meet Our Staff

Instructional Staff

Donald Bagozzi

Gail Barnhart

Cristina Battle

Charles Berry

Walt Bronson

Angelo Gonzalez

Carla Kutz

Dale DeShazo

Gerhard Franke

James Heitman

Doug Hildreth

Ritchie Holmes

Janice Martin

Marci Marmor

Ronald Menely

William Mertz

James Parsons

Ray Rosenberg

Chris Self

Goulding Stoddard

Marie Sychowski

Menno Sytsma

Don Ternier

Thomas Vance

Administrative Staff

Dana Patkowski

Marietta Oliver



Texas Workforce Commission Refund Policy

1. Refund computations will be based on the period of enrollment computed on basis of course time (clock hours).
2. The effective date of termination for refund purposes will be the earliest of the following:
 - (a) the last date of attendance; or
 - (b) the date of receipt of written notice from the student.
3. If tuition and fees are collected in advance of entrance, and the student does not enter school, not more than \$100 shall be retained by the school.
4. If the student fails to enter the seminar, withdraws, or is discontinued at any time before completion of the seminar, the student will be refunded the pro-rata portion of the tuition, fees, and other charges that the number of class hours remaining in the seminar after the effective date of termination bears to the total number of class hours in the seminar.
5. A full refund of all tuition and fees is due in each of the following cases:
 - (a) an enrollee is not accepted by the school;
 - (b) if the seminar of instruction is discontinued by the school, and this prevents the student from completing the seminar; or
 - (c) if the student's enrollment was procured as a result of any misrepresentation by the owner or the representatives of the school.
6. REFUND POLICY FOR STUDENTS CALLED TO ACTIVE MILITARY SERVICE.

A student of the school or college who withdraws from the school or college as a result of the student being called to active duty in a military service of the United States or the Texas National Guard may elect one of the following options for each program in which the student is enrolled:

- (a) if tuition and fees are collected in advance of the withdrawal, a pro-rata refund of any tuition, fees, or other charges paid by the student for the program and a cancellation of any unpaid tuition, fees, or other charges owed by the student for the portion of the program the student does not complete following withdrawal;
 - (b) a grade of incomplete with the designation "withdrawn-military" for the courses in the program, other than courses for which the student has previously received a grade on the student's transcript, and the right to re-enroll in the program, or a substantially equivalent program if that program is no longer available, not later than the first anniversary of the date the student is discharged from active military duty without payment of additional tuition, fees, or other charges for the program other than any previously unpaid balance of the original tuition, fees, and charges for books for the program; or
 - (c) the assignment of an appropriate final grade or credit for the courses in the program, but only if the instructor or instructors of the program determine that the student has:
 - (i.) satisfactorily completed at least 90 percent of the required coursework for the program; and
 - (ii.) demonstrated sufficient mastery of the program material to receive credit for completing the program.
7. Refunds will be totally consummated within 60 days after the effective date of termination.

Please forward any complaints to:

Texas Workforce Commission, Careers Schools and Colleges

101 E. 15th St., Suite 226T, Austin, TX 78778-0001

Ph: 1.512.936.3100 • Fax: 1.512.936.3111

www.texasworkforce.org/careerschoolstudents

The information contained in this brochure is true and correct to the best of my knowledge.

Dana Patkowski
School Director—Southwest
Kaplan Professional Schools

Approved and Regulated by the Texas Workforce Commission, Career Schools and Colleges, Austin, Texas.

Pricing, class dates, and locations are subject to change. All classes have 10-minute breaks each hour and full-day classes have a one-hour lunch break. Please arrive 15 minutes early to class. If you miss a portion of class, please discuss make-up with your instructor. Students may enroll in class up to start of first day of class. Students may retake classes after failed test attempt within one year of class purchase. We reserve the right to remove disruptive students from class. Refunds will be given on a prorated basis. Readmission is taken on a case-by-case basis.



Insurance Continuing Education

2015 Texas Class Schedule

Texas State Requirements for CE

All Texas resident licensees must complete 30 hours of CE during every 2-year reporting period, including 2 hours of ethics. At least half (15 hrs) of the CE hours must be completed in a classroom setting or with classroom equivalent courses.

Arlington

Course Title	Jul	Aug	Sep	Time
Retirement Planning Strategies, 1st Edition, Revised	23		24	8:00am–12:00pm
The Ins and Outs of Group Insurance	23		24	1:00pm–5:00pm
Social Security: Now...and the Future?, 2nd Edition	24		25	8:00am–12:00pm
Regulation and Ethics in the Insurance Industry	24		25	1:00pm–4:00pm
Estate Planning Techniques: Understanding Trusts, Buy-Sell Agreements, and Special Planning Considerations, 1st Edition, Revised		20		8:00am–12:00pm
Disability Income Insurance: Safeguarding Your Future		20		1:00pm–5:00pm
Medicare and Medicare Supplements: Closing the Coverage Gap, 1st Edition, Revised		21		8:00am–12:00pm
Ethics for Insurance Professionals: A Practical Guide		21		1:00pm–4:00pm

Dallas

Course Title	Jul	Aug	Sep	Time
Estate Planning Techniques: Understanding Trusts, Buy-Sell Agreements, and Special Planning Considerations, 1st Edition, Revised	9		3	8:00am–12:00pm
Disability Income Insurance: Safeguarding Your Future	9		3	1:00pm–5:00pm
Medicare and Medicare Supplements: Closing the Coverage Gap, 1st Edition, Revised	10		4	8:00am–12:00pm
Ethics for Insurance Professionals: A Practical Guide	10		4	1:00pm–4:00pm
Retirement Planning Strategies, 1st Edition, Revised		6		8:00am–12:00pm
The Ins and Outs of Group Insurance		6		1:00pm–5:00pm
Social Security: Now...and the Future?, 2nd Edition		7		8:00am–12:00pm
Regulation and Ethics in the Insurance Industry		7		1:00pm–4:00pm

Houston–Main

Course Title	Jul	Aug	Sep	Time
Estate Planning Techniques: Understanding Trusts, Buy-Sell Agreements, and Special Planning Considerations, 1st Edition, Revised	9		17	8:00am–12:00pm
Disability Income Insurance: Safeguarding Your Future	9		17	1:00pm–5:00pm
Medicare and Medicare Supplements: Closing the Coverage Gap, 1st Edition, Revised	10		18	8:00am–12:00pm
Ethics for Insurance Professionals: A Practical Guide	10		18	1:00pm–4:00pm
Retirement Planning Strategies, 1st Edition, Revised		13		8:00am–12:00pm
The Ins and Outs of Group Insurance		13		1:00pm–5:00pm
Social Security: Now...and the Future?, 2nd Edition		14		8:00am–12:00pm
Regulation and Ethics in the Insurance Industry		14		1:00pm–4:00pm

San Antonio

Course Title	Jul	Aug	Sep	Time
Retirement Planning Strategies, 1st Edition, Revised		13		8:00am–12:00pm
The Ins and Outs of Group Insurance		13		1:00pm–5:00pm
Social Security: Now...and the Future?, 2nd Edition		14		8:00am–12:00pm
Regulation and Ethics in the Insurance Industry		14		1:00pm–4:00pm

Houston–North

Course Title	Jul	Aug	Sep	Time
Retirement Planning Strategies, 1st Edition, Revised		27		8:00am–12:00pm
The Ins and Outs of Group Insurance		27		1:00pm–5:00pm
Social Security: Now...and the Future?, 2nd Edition		28		8:00am–12:00pm
Regulation and Ethics in the Insurance Industry		28		1:00pm–4:00pm

Texas CE Advantage

Pay for 15 or more credits and receive 10% off.*

Use discount code: CETX15!

CE Advantage 10% OFF!*

To use the CE Advantage discount, students must enroll and pay for all classes at the time of registration.

*Offer expires 12/31/15. Call in offer only.

\$39

3 credit hours

\$49

4 credit hours

\$89

8 credit hours

Courses highlighted in purple meet Ethics requirements.

These courses are not regulated or approved by the Texas Workforce Commission, Career Schools and Colleges.



Insurance Licensing

2015 Texas Class Schedule

How to Obtain Your Insurance License

1. You must be at least 18 years of age and have a basic understanding of the industry to attend our classes.
2. Create an account with Pearson Vue at www.pearsonvue.com.
3. Enroll in a Kaplan Financial Education exam prep class by calling Kaplan Financial Education Customer Service at **800.211.4346** or enrolling online at www.kaplanfinancial.com/ins-texas.
4. Take your test within five days of class (test completion is not necessary for those obtaining a temporary license) and pass with confidence!

Life, Accident and Health Exam Prep

3 days/24 hours

Class Times: 8:00 am–5:00 pm

	Jul	Aug	Sep
Arlington	13–15	10–12	8–10
	27–29	24–26	21–23
Austin	20–22	10–12	21–23
		31–Sep 2	
Dallas	6–8	3–5	14–16
	20–22	17–19	28–30
		31–Sep 2	
Friendswood		3–5	
Houston–Main	13–15	10–12	8–10
	27–29	24–26	21–23
Houston–North	20–22	17–19	14–16
San Antonio	6–8	3–5	14–16
	20–22	17–19	28–30
		31–Sep 2	

Topics	Hours
General Insurance	2
Life Insurance Plans	2
Life Insurance Provisions and Riders	2
Annuities	2
Taxes and Retirement Plans	2.5
Regulations	2
Health Insurance and HMOs	3
Insurance for Seniors	1
Long-Term Care	1
Group Insurance	1
Quizzes, Practice Tests & Reviews	5.5

\$259

16 hours | Life Agent Exam Prep
Days 1 & 2 of package
2-day exam prep class with materials

\$299

3-day exam prep class
with materials

Topics highlighted in purple are covered in the Life Agent Exam Prep Class.
Quizzes, practice tests, & reviews are 3.5 hours.

***These courses are not regulated or approved by the Texas Workforce Commission, Career Schools and Colleges.**

Property and Casualty Exam Prep

3 days/27 hours

Class Times: 8:00 am–6:00 pm

	Jul	Aug	Sep
Arlington	6–8	3–5	14–16
	20–22	17–19	28–30
		31–Sep 2	
Austin	13–15	3–5	14–16
		24–26	
Dallas	13–15	10–12	8–10
	27–29	24–26	21–23
Friendswood	13–15		8–10
Houston–Main	6–8	3–5	14–16
	20–22	17–19	28–30
		31–Sep 2	
Houston–North	27–29	24–26	21–23
San Antonio	13–15	10–12	8–10
	27–29	24–26	21–23

Topics	Hours
What Is an Insurance Agent	2
What Is Insurance	2
Insurance Contracts	2
Property and Casualty Basics	2
Automobile Insurance	2.5
Dwelling and Homeowners	3
Other Coverage and Options	2
Commercial Package Policy and Forms	2
Commercial General Lines	2
Workers' Compensation	2
Quizzes, Practice Tests & Reviews	5.5

\$259

18 hours | Personal Lines Exam Prep
Days 1 & 2 of package
2-day exam prep class with materials

\$299

3-day exam prep class
with materials

Topics highlighted in purple are covered in the Personal Lines Exam Prep Class.
Quizzes, practice tests, & reviews are 2.5 hours.

Adjuster—Property and Casualty*

Class Times: 8:00 am–5:30 pm

	Jul	Aug	Sep
Dallas	20–23	17–20	14–17
Houston–Main	13–16		21–24
San Antonio			14–17

\$469

4-day exam prep
class with materials

Adjuster—Workers' Compensation*

Class Times: 8:00 am–5:30 pm

	Jul	Aug	Sep
Arlington			28–Oct 1

\$469

4-day exam prep
class with materials



Securities Licensing

2015 Texas Class Schedule

How to Obtain Your Securities License

1. You must be at least 18 years of age and have a basic understanding of the industry to attend our classes.
2. Submit your Form U-4 to your employer pursuant to the employer's requirements. A window to take the exam will not be opened without a Form U-4 submission.
3. Enroll in a Kaplan Financial Education securities licensing course **four to six weeks** before the class date by calling Kaplan Financial Education customer service at **800.211.4346** or enrolling online at **www.kaplanfinancial.com/sec-texas**.
4. Schedule an appointment for the licensing exam with Prometric Testing Centers at **www.prometric.com/finra** three to four weeks before the class begins. The appointment will be canceled if you are not approved for testing on the basis of submission of the Form U-4.
5. For optimum results, plan to do some pre/post-study. Also, plan for homework questions each night and two to three days of review before taking your licensing exam.
6. Take your test within five days of completing the class, and go into the exam with confidence!

Series 63 | 5.5 hours

Uniform Securities Agent State Law

Required of individuals soliciting the purchase or sale of securities within a state. This exam may be required in addition to other exams.

Registration of Person	2 hrs
State Registration of Securities	1.5 hrs
Unethical Business Practices	1 hr
The Administrative Provisions of the Uniform Securities Act	1 hr

\$129

OnDemand online class with materials

Series 65 | 15 hours 8:30 am–5:30 pm

Uniform Investment Adviser Law

Required of individuals acting as or soliciting for the service of investment advisers. This exam may be required in addition to other exams.

Securities	1.5 hrs
Bonds, Cash, and Cash Equivalents	1 hr
Annuity Plans, Options, Dir. Part. Prog. Invest., Comp. Sec.	1 hr
Trading Securities, Retirement Plans	1.5 hrs
Profiles, Risks, Economics, Quantitative Evaluation	2.5 hrs
Invest. Advisers Act of 1940, Unethical Practices	2.5 hrs
Uniform Securities Act	3.5 hrs
Federal Securities Regulations	1.5 hrs

Series 65	Jul	Aug	Sep
Arlington	8–9		2–3
Austin			17–18
Dallas		5–6	
Houston–Main	15–16	12–13	10–11
San Antonio		27–28	

\$289

2-day exam prep class with materials

Series 66 | 15 hours 8:30 am–5:30 pm

Uniform Combined State Law

Required of individuals acting as or soliciting for the service of investment advisers and soliciting the purchase or sale of securities within a state.

Federal Securities Regulations	2 hrs
State Regulation Under the Uniform Securities Act (USA)	1.5 hrs
Federal and State Regulation of Investment Advisers and Their Representatives	3 hrs
Retirement Plans	1 hr
Investment Vehicle Characteristics and Trading Markets	3 hrs
Client Profiles, Portfolio Strategies, and Taxation	2 hrs
Quantitative Measures and Investment Risks	1.5 hrs
Homework Review	1 hr

Series 66	Jul	Aug	Sep
Arlington	8–9		2–3
Austin			17–18
Dallas		5–6	
Houston–Main	15–16	12–13	10–11
San Antonio		27–28	

\$269

2-day exam prep class with materials

Can't attend a live class?

Kaplan offers self-study solutions that allow you to study from the comfort of your own home. Visit www.kaplanfinancial.com/sec-texas to learn more.

800.211.4346 | www.kaplanfinancial.com/sec-texas



Securities Licensing

2015 Texas Class Schedule

How to Obtain Your Securities License

1. You must be at least 18 years of age and have a basic understanding of the industry to attend our classes.
2. Submit your Form U-4 to your employer pursuant to the employer's requirements. A window to take the exam will not be opened without a Form U-4 submission.
3. Enroll in a Kaplan Financial Education securities licensing course **four to six weeks** before the class date by calling Kaplan Financial Education customer service at **800.211.4346** or enrolling online at **www.kaplanfinancial.com/sec-texas**.
4. Schedule an appointment for the licensing exam with Prometric Testing Centers at **www.prometric.com/finra** three to four weeks before the class begins. The appointment will be canceled if you are not approved for testing on the basis of submission of the Form U-4.
5. For optimum results, plan to do some pre/post-study. Also, plan for homework questions each night and two to three days of review before taking your licensing exam.
6. Take your test within five days of completing the class, and go into the exam with confidence!

Series 6 | 15 hours 8:30 am–5:00 pm

Investment Company Products/Variable Contracts Limited Representative

Required of individuals soliciting the purchase or sale of redeemable securities (mutual funds), variable contracts (variable annuities), and insurance premium funding programs (variable life) issued by insurance companies.

Intro, Equity and Debt Securities	2.25 hrs
Securities Markets	1 hr
Investment Risk Types, Investment Companies	1 hr
Mutual Funds	2 hrs
Variable Annuities, Life Contracts, Retirement Plans	2 hrs
Securities Regulations	1.5 hrs
Homework Review	1 hr
Final Review	1 hr
Practice Tests and Final Practice Exam	3.25 hrs

Series 6	Jul	Aug	Sep
Arlington	6–7	31–Sep 1	
Austin	23–24		
Dallas		3–4	
Houston–Main	13–14	10–11	8–9
San Antonio		20–21	

\$269

2-day exam prep class with materials

Series 7 | 30 hours 8:30 am–5:00 pm

General Securities Representative

Required of individuals soliciting the purchase or sale of corporate, municipal, and U.S. government securities, options, direct participation programs, investment company products and variable contracts.

Course Intro/Testing Techniques	1 hr
Equities	1 hr
Debt Securities	4 hrs
Municipal Securities	4.5 hrs
Options	5.5 hrs
Accounts, Customer and Margin	1 hr
Issuing and Trading Securities	4.5 hrs
Brokerage Support Services, Invest. Company Products	2 hrs
Retirement Plans, Variable Annuities	1 hr
Direct Participation Programs	0.5 hr
Economics and Analysis	2 hrs
U.S. Government Rules and Regulations	1 hr
Homework Review, Practice Test, and Final Practice Exam	2 hrs

Series 7	Jul	Aug	Sep
Arlington	13–16		8–11
Austin	27–30		
Dallas	10–13		
Houston–Main	20–23	17–20	14–17
San Antonio	13–16		21–24

\$449

4-day exam prep class with materials

Series 24 | 15 hours 8:30 am–5:00 pm

General Securities Principal

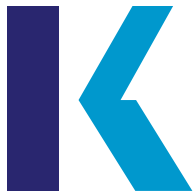
Required of individuals responsible for the management or supervision of a member's investment banking or securities business. The Series 24 qualifies an individual as a General Securities Principal.

Supervision of Investment Banking	3 hrs
Supervision of Investment Company Offerings	1 hr
Secondary Markets	2.5 hrs
Supervision of Brokerage Operations	3 hrs
Supervision of Sales and Compliance	3 hrs
Supervision of Finance and Administration	2.5 hrs

Series 24	Jul	Aug	Sep
Arlington			21–22

\$449

2-day exam prep class with materials



“I had lost my job and was looking for a new career. I found an insurance company that I wanted to work with, and they required me to be licensed. I chose Kaplan due to their expertise, quality of courses, and their leadership position in the industry. It was the best thing I ever did. I passed the exams and went on to be #2 in the country for my company. I owe it all to Kaplan and would never hesitate to recommend them enthusiastically to anyone...”

– A. Welty

Start your success story today!

At **Kaplan Financial Education**, their mission is to help you achieve your educational and career goals with proven strategies to help you score higher, work smarter, and perform better. Make your prep time more productive with Kaplan. Study anytime, anywhere and take advantage of their great instructors and excellent material.

Stay connected!



Kaplan, Inc. is the largest subsidiary of Graham Holdings Company, a diversified education and media company whose principal operations include educational services, television broadcasting, cable television systems, and online, print, and local TV news (NYSE: GHC).

MRKT-18546

**Financial
Education**



**KAPLAN
UNIVERSITY**

**SCHOOL OF PROFESSIONAL
AND CONTINUING EDUCATION**