

# Kaplan Financial Education Insurance Licensing

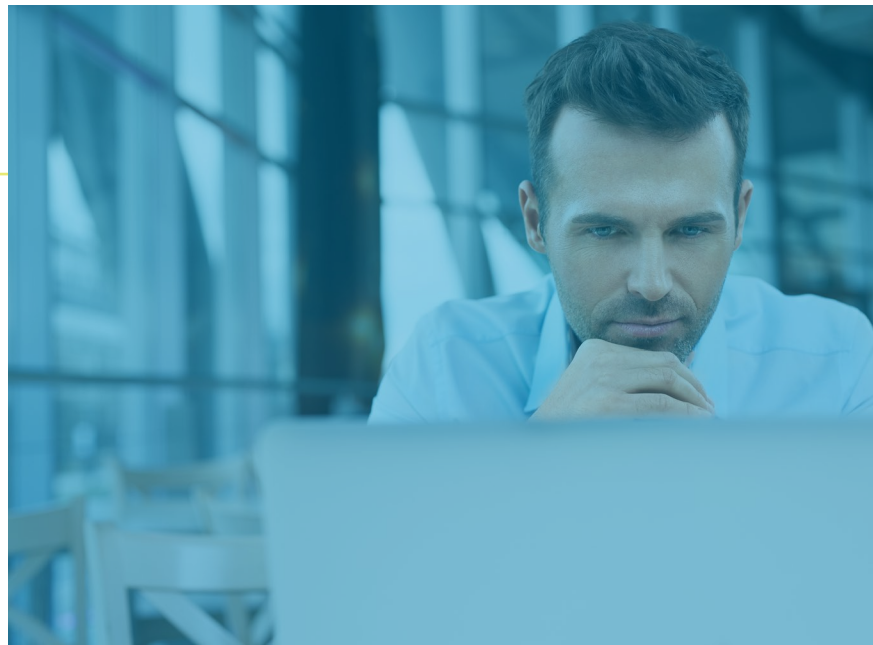
Exam Prep, Continuing Education, and Professional Development

Life | Health | Property | Casualty | Personal Lines | Adjuster | Surplus Lines

[www.kaplanfinancial.com/insurance](http://www.kaplanfinancial.com/insurance) | 800.570.9235

# Our Learning Strategy

The **Kaplan Way** simplifies the learning process, allowing you to focus on what you need to learn versus how you need to learn it. Both the design and delivery of the content is based on sound, industry-recognized cognitive learning principles and evidence-based research.



## The Kaplan Way

### Prepare



Acquire new knowledge through demonstration and examples.

### Practice



Apply new knowledge through simulation and practice.

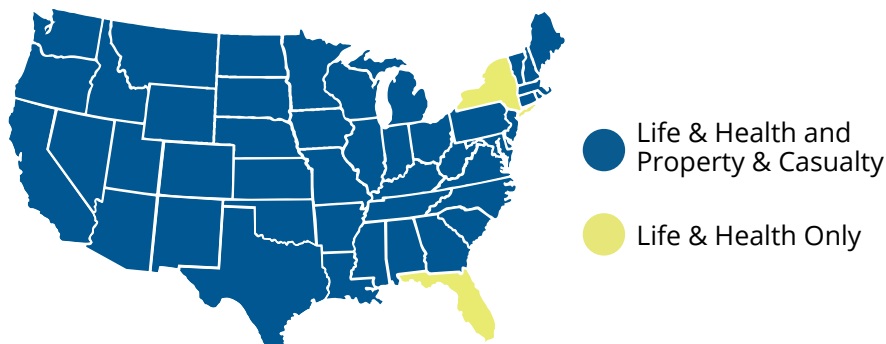
### Perform



Evaluate mastery of new knowledge and identify achieved outcomes.

## Kaplan is Your Online Provider for Insurance Licensing

No matter where you are in the United States, Kaplan will get your employees and recruits licensed and producing more quickly. We offer online Life & Health Insurance Licensing solutions in all 50 states, plus Washington, DC. We also offer online Property & Casualty Insurance Licensing solutions in 48 states, plus Washington, DC.



# We've Got You Covered

Kaplan Financial Education offers the most comprehensive exam prep packages designed to help you succeed. Offering a wide variety of products and expert instruction, we can prepare you for your Life, Health, Property, Casualty, Adjuster, Surplus Lines, or Personal Lines insurance license.

## Life, Health, Property, Casualty

Our redesigned exam prep packages provide a more efficient and effective solution for your Life, Health, Property, and Casualty insurance licensing needs. Our materials feature more video-based education and have been simplified for easier comprehension. The direct testable content is more cohesive and prominent, followed by supporting details. Our ultimate goal is to get you licensed and producing as quickly as possible.

## Adjuster (Workers' Comp and Property & Casualty)

Kaplan offers prelicensing courses for those looking to attain a Property & Casualty Adjuster or Workers' Comp Adjuster license. Attendees who complete the Texas Adjuster training and pass the state exam may be qualified to provide adjuster services in other states with no additional licensing requirements. Kaplan also offers online prelicensing courses for Arizona and South Carolina.

## Surplus Lines

Kaplan offers seasoned insurance professionals the opportunity to expand their business with Surplus Lines exam prep in most states. This web-based program covers basic Surplus Lines topics and key terms.

## Personal Lines

Work with individuals and families by getting your Personal Lines insurance license. Focus in on the people side of insurance by providing homeowner, flood, earthquake, renters, automobile, life, and disability insurance.

*Package and exam prep availability may vary by state.*

*Check with your state's Department of Insurance for the most current licensing requirements.*



# Study Packages

Kaplan Financial Education offers a variety of package options to best fit your learning style and budget. From traditional live classes and printed books to convenient online courses and virtual study tools, we offer a study package that fits your lifestyle.

## Premium Package

This package is ideal for those who excel in a traditional classroom environment, with instructor-led classes and the opportunity for group discussion.

## Basic Online

Ideal for students who are self-motivated, prefer online materials, and would rather study without the assistance of an instructor.

## Essential Package

The Essential Package offers the same perks as our Premium Package, but with the convenience of online classes.

## Basic Print

This package is designed for those who want the flexibility of online self-study, but prefer printed books rather than digital versions of our study materials.

	Premium	Essential	Basic Online	Basic Print
Retail Prices Start at	\$169 (SINGLE-LINE) \$219 (DUAL-LINE)	\$149 (SINGLE-LINE) \$169 (DUAL-LINE)	\$109 (SINGLE-LINE) \$129 (DUAL-LINE)	\$109 (SINGLE-LINE OR DUAL-LINE)
Instruction	Traditional Live Class	Online Course	Online Course	Textbooks
Video Library	•	•		
Cram Sheets	•	•	•	•
License Exam Manual (LEM)	•	PDF	PDF	•
State Law Supplement	•	PDF	PDF	•
Audio Review	•	•		
InsurancePro™ QBank	•	•	•	•
Study Calendar	•	•	•	•
InstructorLink™	•	•	•	•
Performance Tracker	•	•	•	•
Checkpoint Exams		•	•	
Mastery Exam A	•	•	•	•
Mastery Exam B			•	•
Certification Exam*	•	•	•	•

\*Certification exam is only provided in those states requiring a certification exam.  
Not all packages are available in all states.



# Instruction & Study Tools

## Instruction

Benefits of an Online Course	Benefits of a Traditional Live Class
Web-based program	Set schedule in a classroom environment
Interactive questions, illustrations, graphs, and practice tests	Interactive sessions
Review sections as often as needed	Expert instructors with years of industry experience
Broken down into units with reference numbers	

## Study Tools

### License Exam Manual (LEM)

This comprehensive textbook addresses key terms and significant licensing topics, broken down into easily digestible units. Units contain multiple graphics, exercises, quizzes, and discussion questions to help you learn faster and retain information better.

### Video Library

Prepare for the state exam with a series of exam-focused streaming videos designed to provide reinforcement of the core exam topics discussed in the LEM. The instructor-led reviews are grouped into categories by major topics and can be viewed anytime, anywhere.

### State Law Supplement

This state-specific reference contains all the relevant testable state laws and regulations needed to pass the licensing exam. Use the State Law Supplement in conjunction with the License Exam Manual to prepare for all aspects of the state exam.

### Audio Review

This on-the-go study tool covers key concepts and basic exam knowledge in clips that average less than 5 minutes long. Clips are arranged in categories by major topic and can be streamed online or downloaded onto a computer or smartphone.

### InsurancePro™ QBank

Build personalized exams based on difficulty, length, or specific topics with hundreds of insurance practice questions and solutions. Search for specific questions based on keyword, ID, or notes. The InsurancePro™ QBank is available in online and downloadable formats.

### Study Calendar

Build a custom study calendar based on your exam date and when you plan to start studying. The interactive calendar lets you prepare for the state exam by planning for specific days off and coordinating assignments based on Kaplan's **Prepare > Practice > Perform®** learning strategy.

### InstructorLink™

Connect with a Kaplan instructor for personal assistance as you prepare for the exam. With this online resource, you can communicate directly with insurance content experts and get your questions answered within two business days.

## Exam Review

### Checkpoint Exams

Throughout your course, complete Checkpoint Exams at key intervals to provide student remediation and prepare for the state exam.

### Mastery Exams

Designed to replicate the state exam experience, the Mastery Exam should be used as a general indicator of how you will perform on the actual state licensing exam. The higher your Mastery Exam score, the more likely you will score well on the actual state exam. Mastery Exam B is available for an additional cost.

### Performance Tracker

Keep tabs on how well you are progressing on your exam prep. This handy reporting tool helps you understand what areas you're doing well in and what areas need some work before exam day.

### Cram Sheets

Designed as a quick reference tool, these Cram Sheets are presented in PDF format and outline the specific details covered in each unit.

### QuickSheet | \$12–\$15 (sold separately)

Maximize your time and refresh your memory. This study tool helps you prepare with a quick review of the “must-know” key definitions and concepts on the insurance exam.

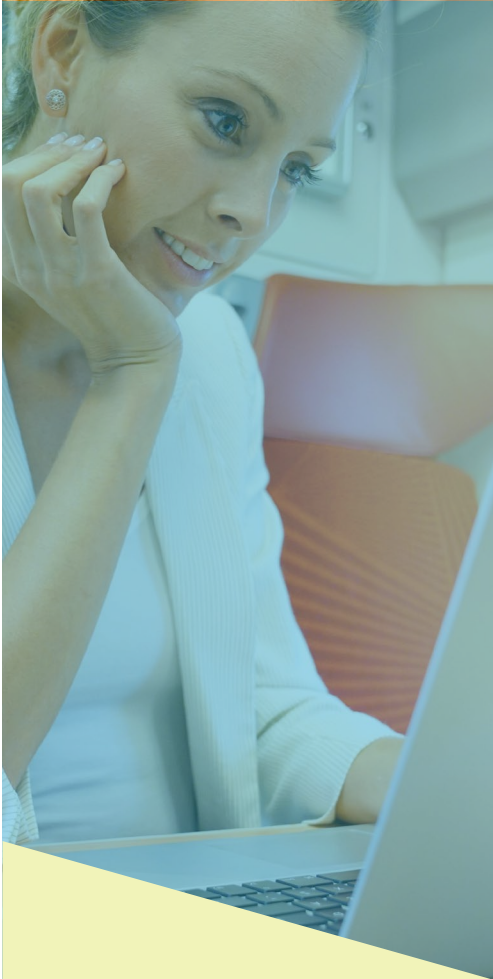
### Flashcards | \$14–\$19 (sold separately)

Test your knowledge on fundamental insurance terms and prepare for the exam with more than 100 review cards for each line of authority. Available in English or Spanish.

Online products include four months of online access from the date of purchase.

# Private Classes

Kaplan offers private classes at your organization. Our private classes help to reinforce best practices within your organization with efficient and effective onsite training.



## The private class program includes:

- On-staff instructors with years of industry and teaching experience
- Customized study plan tailored to your needs and schedule
- Comprehensive course content
- Best in the industry printed and online study tools

## Benefits for your employees:

- Shorter pre-class study times
- Higher first-time pass rates
- Increased overall throughput
- One resource for exam prep needs

## Benefits for your organization:

- Quicker time to production
- Maximized investment in training
- Efficient and effective administration

**“The availability of Kaplan materials online and the depth of the test prep materials made studying a cinch. I especially liked the ability to compose practice exams that addressed weak areas that needed extra attention. I was shocked at the ease of the state exam in comparison to the preparation... Kaplan made the test a breeze on the first try.”**

**-V. Foster**

## Kaplan's Money-Back Guarantee

Nothing in life is guaranteed...and that's why The Kaplan Commitment® has been put in place. We're confident that with your dedication, combined with our study materials, you will pass your state's insurance licensing exam.

Check with our student support team to see if you meet the criteria, and you will have the option of returning your package and receiving a full refund of your package price (excluding shipping fees, if applicable).

# Additional Insurance Products

In addition to our live and online insurance products for Life, Health, Property, Casualty, Adjuster, and Personal Lines, Kaplan offers products that can be used to fill state-specific requirements.

## Variable Products in Georgia

Expand the type of life insurance you can offer with a Variable Products License. Kaplan offers a 1-day live class and online self-study in Georgia, as well as a License Exam Manual for prelicensees in Michigan.

## Medicare Supplement & Long-Term Care in North Carolina

This course provides a detailed and thorough discussion of Medicare and Long-Term Care insurance concepts and principles, as well as the specific policies and forms that are tested on the state exam. The course also meets North Carolina's 10-hour precensing requirement.

**"I** was nervous about taking the Kaplan Insurance Licensing Exam course because I didn't really know what to expect; however, I am proud to say that they exceeded my expectations! The instructor proved to be very knowledgeable and friendly. She made me feel comfortable and confident that I would pass the exam...and I did! Thank you Kaplan!"

-Mallory S.



# Continuing Education & Professional Development



## Multiple Designation CE Credit

Kaplan offers courses approved for:

- CFP® Certification Renewal
- The American College's PACE CE
- IMCA CE credit for CIMA®, CIMC®, and CPWA® Certifications

## CE Course Categories

- Annuities
- Long-Term Care Certification Training
- Anti-Money Laundering
- Claims
- Classroom Equivalency
- Client Service
- Commercial Lines
- Estate Planning
- Ethics
- Financial Planning
- Health Insurance
- Life Insurance
- Personal Lines
- Property-Casualty Basics
- Retirement Planning
- Underwriting

## Complete Your Requirements Easily

Whether you are looking to satisfy state-mandated CE requirements in Life, Health, Property, Casualty, Adjuster, or Personal Lines, Kaplan has courses to fit your schedule and learning style. We offer multiple designation credit and an extensive online course library, as well as live classes in select states.

### Online CE Courses

#### Total Access CE | \$39-\$59

Total Access CE is the most economical and efficient way to satisfy CE requirements. With this package, you'll get 365 days of access to over 100 courses written by industry experts.

#### Individual Online Courses | \$19 per course

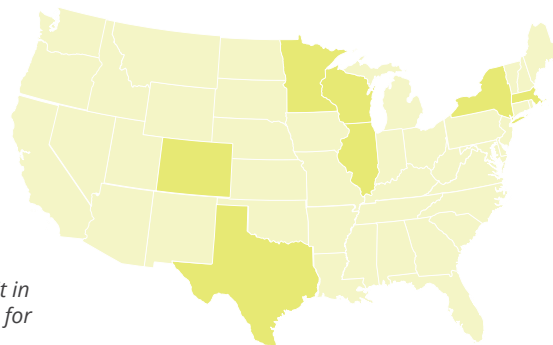
Fulfill one-off CE credits in a pinch with Individual Online Courses.

### Live CE Classes | Price varies by state

Live CE classes provide a learning environment with maximum teacher-student interaction. Our instructors all work in the insurance industry, so they possess a unique understanding of the material and the most effective strategies for delivering it.

#### Kaplan's live CE classes are regularly offered in:

Colorado	New York
Illinois	Texas
Massachusetts	Wisconsin
Minnesota	



*Not all classes are approved for CE credit in all states. Subject to change. See website for current listings.*

## Insurance Professional Development

#### Total Access CE | \$39-\$59

Kaplan's Insurance Professional Development Library has a full array of training courses to meet the needs of new employees and seasoned professionals alike. Achieve success throughout your insurance career with professional development from Kaplan!

Several of our online professional development courses are also available in a print book format, or as a print book/PDF exam package.

Contact us for more information on Kaplan's Insurance Professional Development.

800.570.9235 | [www.kaplanfinancial.com/insurance](http://www.kaplanfinancial.com/insurance)