



Pohs Institute
80 Maiden Lane, 9th Floor
New York, NY 10038
Phone: 212-643-9554
Fax : 212-643-9559

Locations: NYC, Westchester, Westbury
Approved by the NY Dept of Fin. Services
Todd Gruverman, *Senior Vice President*
www.pohsinstitute.com

ACCIDENT & HEALTH INSURANCE ONLY **PRE-LICENSING COURSE- 2012**

Qualifies Students to take the NY Accident & Health Only Agent/Broker State Examinations

TUITION: \$285 (INCLUDES TEXTBOOK)

COURSE HIGHLIGHTS

- | | |
|--|----------------------------|
| • Types of Accident and Health Policies | • Other Insurance Concepts |
| • Policy Riders, Provisions, Options | • Social Insurance |
| • Underwriting Procedures | • Medicare Supplements |
| • NY State Law | • Long Term Care |
| • Health Maintenance Organizations (HMO) | |

COURSE PROCEDURES

TEXT BOOKS

Students ***are required*** to obtain the textbook ***prior to*** the beginning of class in order to complete a mandatory self-study assignment due on the first day of class. Students may arrange to pay a \$12 shipping & handling fee (plus tax) when registering for class ***or*** pick-up the textbook free of charge from the Westbury or NYC school locations. Textbooks are shipped via UPS Ground 2-Day.

Pohs Institute ***strongly recommends*** all students register at least seven (7) days prior to class in order to properly read, comprehend and complete the first self-study assignment.

SELF-STUDY ASSIGNMENTS

The first self-study assignment is due on the first day of class. The required assignment, along with instructions, will be included with the textbook.

EXAM REVIEW CD-ROM SPECIAL PACKAGE

**Receive the popular Exam Review CD-ROM
for only \$40.00* (regularly \$49.95) plus sales tax**



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2012- Accident & Health Only Schedule

25 total hours

(15.5 hours in-class; 6.5 hours of self-study; 3-hour final exam)

SCHEDULE TYPES	
2 ½ DAY (accelerated)	Mon (9:00AM-5:30PM), Wed (9:00AM-5:00PM) & Fri (9:00AM – 12:00PM - Final Exam Only)
WED/SAT (part-time)	Wed (6:00PM-9:30PM), Wed (6:00PM-9:30PM) Sat (9:00AM-5:30PM) & Wed (6:00PM-9:30PM- Final Exam Only)

WESTBURY	
990 Westbury Rd. 2nd Floor, Westbury, NY 11590	
Start Dates (last date is final exam)	Days of Week
Jan 3(Tues), 5, 6	Tue/Thurs/Fri (accelerated)
Jan 11, 18, 21, 25	Wed/Wed/Sat/Wed (part-time)
Jan 23, 25, 27	Mon/Wed/Fri (accelerated)
Feb 1, 8, 11, 15	Wed/Wed/Sat/Wed (part-time)
Feb 6, 8, 10	Mon/Wed/Fri (accelerated)
Feb 21(Tues), 23, 24	Tue/Thur/Fri (accelerated)
Mar 7, 14, 17, 21	Wed/Wed/Sat/Wed (part-time)
Mar 12, 14, 16	Mon/Wed/Fri (accelerated)
Mar 26, 28, 30	Mon/Wed/Fri (accelerated)
Apr 9, 11, 13	Mon/Wed/Fri (accelerated)
Apr 18, 25, 28, 5/2	Wed/Wed/Sat/Wed (part-time)
Apr 30, 5/2, 4	Mon/Wed/Fri (accelerated)
May 21, 23, 24(Thurs)	Mon/Wed/Thur (accelerated)
June 4, 6, 8	Mon/Wed/Fri (accelerated)
June 13, 20, 23, 27	Wed/Wed/Sat/Wed (part-time)
June 18, 20, 22	Mon/Wed/Fri (accelerated)
July 9, 11, 13	Mon/Wed/Fri (accelerated)
July 18, 25, 28, 8/1	Wed/Wed/Sat/Wed (part-time)
July 23, 25, 27	Mon/Wed/Fri (accelerated)
Aug 13, 15, 17	Mon/Wed/Fri (accelerated)
Aug 15, 22, 25, 29	Wed/Wed/Sat/Wed (part-time)
Aug 27, 29, 30(Thurs)	Mon/Wed/Thur (accelerated)
Sept 5, 12, 15, 19	Wed/Wed/Sat/Wed (part-time)
Sept 10, 12, 14	Mon/Wed/Fri (accelerated)
Oct 1, 3, 5	Mon/Wed/Fri (accelerated)
Oct 15, 17, 19	Mon/Wed/Fri (accelerated)
Oct 30(Tues), 11/7, 10, 14	Tue/Wed/Sat/Wed (part-time)
Nov 5, 7, 9	Mon/Wed/Fri (accelerated)
Nov 26, 28, 30	Mon/Wed/Fri (accelerated)
Dec 3, 5, 7	Mon/Wed/Fri (accelerated)
Dec 17, 19, 20(Thurs)	Mon/Wed/Thur (accelerated)

MANHATTAN	
80 Maiden Lane, 9th Floor, NY, NY 10038	
Start Dates (last date is final exam)	Days of Week
Jan 4, 11, 14, 18	Wed/Wed/Sat/Wed (part-time)
Jan 9, 11, 13	Mon/Wed/Fri (accelerated)
Jan 30, 2/1, 3	Mon/Wed/Fri (accelerated)
Feb 15, 22, 25, 29	Wed/Wed/Sat/Wed (part-time)
Feb 27, 29, 3/2	Mon/Wed/Fri (accelerated)
Mar 14, 21, 24, 28	Wed/Wed/Sat/Wed (part-time)
Mar 19, 21, 23	Mon/Wed/Fri (accelerated)
Apr 11, 18, 21, 25	Wed/Wed/Sat/Wed (part-time)
Apr 23, 25, 27	Mon/Wed/Fri (accelerated)
May 7, 9, 11	Mon/Wed/Fri (accelerated)
May 14, 16, 18	Mon/Wed/Fri (accelerated)
May 30, 6/6, 9, 13	Wed/Wed/Sat/Wed (part-time)
June 11, 13, 15	Mon/Wed/Fri (accelerated)
June 25, 27, 29	Mon/Wed/Fri (accelerated)
July 11, 18, 21, 25	Wed/Wed/Sat/Wed (part-time)
July 16, 18, 20	Mon/Wed/Fri (accelerated)
Aug 1, 8, 11, 15	Wed/Wed/Sat/Wed (part-time)
Aug 6, 8, 10	Mon/Wed/Fri (accelerated)
Aug 20, 22, 24	Mon/Wed/Fri (accelerated)
Sept 4(Tues), 6, 7	Tue/Thur/Fri (accelerated)
Sept 12, 19, 22, 25(Tues)	Wed/Wed/Sat/Tue (part-time)
Oct 8, 10, 12	Mon/Wed/Fri (accelerated)
Oct 22, 24, 26	Mon/Wed/Fri (accelerated)
Oct 29, 31, 11/2	Mon/Wed/Fri (accelerated)
Nov 12, 14, 16	Mon/Wed/Fri (accelerated)
Nov 28, 12/5, 8, 12	Wed/Wed/Sat/Wed (part-time)
Dec 3, 5, 7	Mon/Wed/Fri (accelerated)
Dec 17, 19, 20(Thur)	Mon/Wed/Thur (accelerated)

HAWTHORNE – COMFORT INN	
20 Saw Mill River Rd., Hawthorne, NY 10532	
Start Dates (last date is final exam)	Days of Week
Jan 23, 25, 27	Mon/Wed/Fri (accelerated)
Mar 26, 28, 30	Mon/Wed/Fri (accelerated)
June 4, 6, 8	Mon/Wed/Fri (accelerated)
Sept 10, 12, 14	Mon/Wed/Fri (accelerated)
Nov 12, 14, 16	Mon/Wed/Fri (accelerated)



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Registration Form

FAX FORM TO: 212-643-9559 OR SCAN AND EMAIL TO REGISTRATION@POHSINSTITUTE.COM

Date of Course: _____ Course: _____ Location: _____

Last Name: _____ First Name: _____ Initial: _____

Home Address: _____ Apt/Suite#: _____

City: _____ State: _____ Zip: _____

Home Phone: _____

Business Address: _____

City: _____ State: _____ Zip: _____

Business Phone: _____ E-Mail: _____

Occupation: _____ Employed By: _____

Please check all that apply:

Class Tuition (includes text)..... \$285

Exam Review CD-ROM \$40 + sales tax
 (special package price – regularly \$49.95)

Shipping/Handling (UPS Ground)..... \$12 + tax
 (Text / CD-ROM)

Ship to: **Home** **Business** **I'll Pick Up**

TOTAL: \$ _____

Payment Type:

VISA **MASTERCARD** **CHECK**

CREDIT CARD # _____ **EXP. DATE:** _____

BILLING ADDRESS: **Home** **Business** **Other** _____

***CHECK #** _____ **(books cannot be shipped until check clears)**

*IN THE EVENT OF A RETURNED CHECK A \$25 PENALTY WILL BE IMPOSED AND NO FURTHER CHECKS WILL BE ACCEPTED.

POHS RESERVES THE RIGHT TO CANCEL CLASSES DUE TO INSUFFICIENT REGISTRATION. IN THE EVENT OF A CANCELLED CLASS, ALL TUITION WILL BE RETURNED IN FULL. STUDENTS WHO DO NOT RE-SCHEDULE A CLASS PRIOR TO THEIR ORIGINAL CLASS START DATE WILL BE SUBJECT TO A \$25 RESCHEDULING FEE PAYABLE AT TIME OF RESCHEDULING. LIFE ONLY TUITION INCLUDES A \$55 NON-REFUNDABLE REGISTRATION FEE.

I understand and agree to all of the stated conditions:

Signature: _____ Date: _____