



Pohs Institute
1400 Old Country Rd. Suite C100
Westbury, NY 11590
Phone: 516-997-8360
Fax: 516-997-5446

Locations: NYC, Westchester, Westbury
Approved by the NY Dept of Financial Services
Stan Gruverman, *President*
www.pohsinstitute.com

ACCIDENT & HEALTH INSURANCE ONLY **PRE-LICENSING COURSE- 2017**

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

TUITION: \$299 (INCLUDES TEXTBOOK)

COURSE HIGHLIGHTS

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

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 \$16 shipping & handling fee 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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2017- Accident & Health Only Schedule

25 total hours

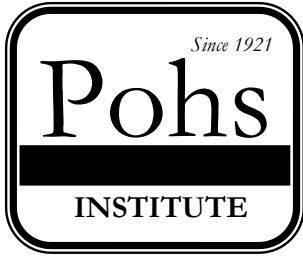
(15.5 hours in-class; 6.5 hours of self-study; 3-hour final exam)

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-9:00PM- Final Exam Only)

WESTBURY	
1400 Old Country Rd, Suite C-100, Westbury, NY 11590	
Start Dates (last date is final exam)	Days of Week
Mar 13, 15, 17	Mon/Wed/Fri (accelerated)
Mar 27, 29, 31	Mon/Wed/Fri (accelerated)
Apr 17, 19, 21	Mon/Wed/Fri (accelerated)
Apr 24, 28, 5/1 Rescheduled	Mon/Fri/Mon (accelerated)
May 8, 10, 12	Mon/Wed/Fri (accelerated)
May 22, 24, 26	Mon/Wed/Fri (accelerated)
May 31, 6/7, 10, 14	Wed/Wed/Sat/Wed (part-time)
June 5, 7, 9	Mon/Wed/Fri (accelerated)
June 19, 21, 23	Mon/Wed/Fri (accelerated)
July 10, 12, 14	Mon/Wed/Fri (accelerated)
July 24, 28, 31	Mon/Fri/Mon (accelerated)
Aug 7, 9, 11	Mon/Wed/Fri (accelerated)
Aug 21, 23, 25	Mon/Wed/Fri (accelerated)
Sept 12(Tues), 14, 18(Monday)	Tues/Thur/Mon (accelerated)
Sept 25, 27, 29	Mon/Wed/Fri (accelerated)
Oct 4, 11, 14, 18	Wed/Wed/Sat/Wed (part-time)
Oct 16, 20, 23	Mon/Fri/Mon (accelerated)
Oct 24(Tues), 26, 30(Monday)	Tues/Thur/Mon (accelerated)
Nov 6, 8, 10	Mon/Wed/Fri (accelerated)
Nov 20, 22, 27(Monday)	Mon/Wed/Mon (accelerated)
Dec 4, 6, 8	Mon/Wed/Fri (accelerated)
Dec 18, 20, 22	Mon/Wed/Fri (accelerated)

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

<u>HAWTHORNE – COMFORT INN</u>	
20 Saw Mill River Rd., Hawthorne, NY 10532	
Start Dates (last date is final exam)	Days of Week
May 8, 10, 12	Mon/Wed/Fri (accelerated)
Aug 21, 23, 25	Mon/Wed/Fri (accelerated)
Nov 6, 8, 10	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)..... \$299

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

Shipping/Handling (UPS Ground)..... \$16
 (Text / CD-ROM)

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

TOTAL: \$ _____

Payment Type:

VISA **MASTERCARD** **AMEX** **CHECK**

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

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

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

*IN THE EVENT OF A RETURNED CHECK A \$35 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. HEALTH ONLY TUITION INCLUDES A \$25 NON-REFUNDABLE REGISTRATION FEE.

I understand and agree to all of the stated conditions:

Signature: _____ **Date:** _____