



**Pohs Institute**  
 1400 Old Country Rd, Suite C-100  
 Westbury, NY 11590  
 Phone: 516-997-8360  
 Fax: 516-997-5446

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

## 2017 C.E. SCHEDULE

### **CLASSROOM COURSES (BRIDGE)**

*The following courses are approved for the renewal of the LA, LB, PC, BR, C1, C3, & PA licenses unless otherwise noted:*

CE 1403-	Causes and Issues in Disability <b>(NOT FOR PA, C3)</b>	NYCR-246894	4 CREDITS
CE 1405-	The Impact of Insurance Fraud	NYCR-252062	4 CREDITS
CE 1407-	Issues in Money Laundering <b>(NOT FOR PA, C3)</b>	NYCR-246895	4 CREDITS
CE 1409-	Principles and Issues of Insurance <b>(NOT FOR PA, C3)</b>	NYCR-246896	4 CREDITS
CE 1410-	Employee Employer Considerations	NYCR-252063	4 CREDITS
CE 1411-	Ethical Guidelines in Insurance	NYCR-252064	4 CREDITS
CE 1412-	New Trends in Health Care <b>(NOT FOR PA, C3)</b>	NYCR-252066	4 CREDITS
CE 1416-	Tools of Risk Management	NYCR-246462	4 CREDITS
CE 1417-	Managing Senior Needs	NYCR-252065	4 CREDITS
CE 1419-	Evaluating Client Needs	NYCR-247080	4 CREDITS
CE 1422-	Risks of Identity Theft <b>(NOT FOR PA, C3)</b>	NYCR-246897	4 CREDITS
CE 1427-	Compliance Issues in Insurance	NYCR-252067	4 CREDITS

### **SELF-STUDY COURSES (BRIDGE)**

*All Self-Study courses include a required monitored exam. Exams are given in LI & NYC schools.  
 Self-Study Manuals will be e-mailed as a PDF document.*

*The following courses are approved for the renewal of the LA, LB, PC, BR, C1, C3 & PA licenses unless otherwise noted:*

CE 910-	Flood Insurance <b>(NOT FOR LA, LB, C1)</b>	NYCS-217159	4 CREDITS
CE 916-	Exploring Identity Theft	NYCS-225796	9 CREDITS
CE 918-	Navigating The Underwriting Process	NYCS-225567	11 CREDITS
CE 920-	IRA's in Today's World <b>(NOT FOR PC, BR, PA, C3)</b>	NYCS-226476	7 CREDITS
CE 921-	Business Insurance- Meeting the Ins. Needs of the Bus. Owner	NYCS-226676	8 CREDITS
CE 922-	Ethical Practices in Insurance	NYCS-227704	8 CREDITS
CE 923-	Annuities & Suitability <b>(NOT FOR PC, BR, PA, C3)</b>	NYCS-236096	8 CREDITS
CE 924-	Understanding the Needs of the Client	NYCS-236095	8 CREDITS
CE 925-	Applying Ethical Standards in Insurance	NYCS-236366	15 CREDITS
CE 1301-	Ethical Principles in Insurance	NYCS-238226	11 CREDITS
CE 1302-	Insurance Industry Ethics for the 21 <sup>st</sup> Century	NYCS-245808	15 CREDITS
CE 1303-	Issues in Insurance Fraud	NYCS-246597	11 CREDITS
CE 1304-	Insurance Fraud Awareness	NYCS-247347	15 CREDITS
CE 1308-	Elements of Financial Planning <b>(NOT FOR PC, BR, PA, C3)</b>	NYCS-252060	15 CREDITS
CE 1316-	Managing Identity Theft	NYCS-252061	15 CREDITS
CE 1317-	Planning for Baby Boomers	NYCS-253005	15 CREDITS

#### **TUITION (CLASSROOM COURSES)**

	<u>4 CREDITS</u>	<u>8 CREDITS</u>	<u>12 CREDITS</u>	<u>16 CREDITS</u>
REGULAR TUITION-	\$75	\$150	\$225	\$250 (best option)
* <b>LOYALTY DISCOUNT-</b>	\$67.50*	\$135*	\$202.50*	\$225* (best option)

#### **TUITION (SELF-STUDY COURSES)**

	<u>4/7/8/9 CREDITS</u>	<u>11/12 CREDITS</u>	<u>15 CREDITS</u>	<u>ANY TWO COURSES</u>
REGULAR TUITION-	\$75	\$120	\$150	\$140 (best option)
* <b>LOYALTY DISCOUNT-</b>	\$67.50*	\$108*	\$126*	\$126* (best option)

**\*STUDENTS WHO HAVE TAKEN PRE-LICENSING AND/OR CE CLASSES WITH POHS INSTITUTE QUALIFY FOR THE POHS LOYALTY DISCOUNT PRICING (10% OFF REGULAR TUITION RATES)**

**WESTBURY, L.I.****1400 Old Country Rd, Suite C-100, Westbury, NY 11590**

<b>DATE</b>	<b>COURSE</b>		<b>TIME</b>	<b>DAY</b>
Sept 15	CE 1411	(4 credits)	9:00 am-12:40 pm	Friday
Sept 15	CE 1407	(4 credits)	1:10 pm-4:50 pm	Friday
Sept 16	CE 1403	(4 credits)	9:00 am-12:40 pm	Saturday
Sept 16	CE 1412	(4 credits)	1:10 pm-4:50 pm	Saturday
Sept 26	CE 1422	(4 credits)	9:00 am-12:40 pm	Tuesday
Sept 26	CE 1419	(4 credits)	1:10 pm-4:50 pm	Tuesday
Sept 27	CE 1417	(4 credits)	9:00 am-12:40 pm	Wednesday
Sept 27	CE 1405	(4 credits)	1:10 pm-4:50 pm	Wednesday
Oct 4	CE 1416	(4 credits)	9:00 am-12:40 pm	Wednesday
Oct 4	CE 1427	(4 credits)	1:10 pm-4:50 pm	Wednesday
Oct 5	CE 1409	(4 credits)	9:00 am-12:40 pm	Thursday
Oct 5	CE 1410	(4 credits)	1:10 pm-4:50 pm	Thursday
Oct 12	CE 1411	(4 credits)	9:00 am-12:40 pm	Thursday
Oct 12	CE 1407	(4 credits)	1:10 pm-4:50 pm	Thursday
Oct 13	CE 1403	(4 credits)	9:00 am-12:40 pm	Friday
Oct 13	CE 1412	(4 credits)	1:10 pm-4:50 pm	Friday
Oct 27	CE 1422	(4 credits)	9:00 am-12:40 pm	Friday
Oct 27	CE 1419	(4 credits)	1:10 pm-4:50 pm	Friday
Oct 28	CE 1417	(4 credits)	9:00 am-12:40 pm	Saturday
Oct 28	CE 1405	(4 credits)	1:10 pm-4:50 pm	Saturday
Nov 1	CE 1416	(4 credits)	9:00 am-12:40 pm	Wednesday
Nov 1	CE 1427	(4 credits)	1:10 pm-4:50 pm	Wednesday
Nov 2	CE 1409	(4 credits)	9:00 am-12:40 pm	Thursday
Nov 2	CE 1410	(4 credits)	1:10 pm-4:50 pm	Thursday
Nov 17	CE 1411	(4 credits)	9:00 am-12:40 pm	Friday
Nov 17	CE 1407	(4 credits)	1:10 pm-4:50 pm	Friday
Nov 18	CE 1422	(4 credits)	9:00 am-12:40 pm	Saturday
Nov 18	CE 1419	(4 credits)	1:10 pm-4:50 pm	Saturday
Nov 28	CE 1403	(4 credits)	9:00 am-12:40 pm	Tuesday
Nov 28	CE 1412	(4 credits)	1:10 pm-4:50 pm	Tuesday
Nov 29	CE 1417	(4 credits)	9:00 am-12:40 pm	Wednesday
Nov 29	CE 1405	(4 credits)	1:10 pm-4:50 pm	Wednesday
Dec 6	CE 1416	(4 credits)	9:00 am-12:40 pm	Wednesday
Dec 6	CE 1427	(4 credits)	1:10 pm-4:50 pm	Wednesday
Dec 7	CE 1409	(4 credits)	9:00 am-12:40 pm	Thursday
Dec 7	CE 1410	(4 credits)	1:10 pm-4:50 pm	Thursday
Dec 15	CE 1403	(4 credits)	9:00 am-12:40 pm	Friday
Dec 15	CE 1412	(4 credits)	1:10 pm-4:50 pm	Friday
Dec 16	CE 1411	(4 credits)	9:00 am-12:40 pm	Saturday
Dec 16	CE 1407	(4 credits)	1:10 pm-4:50 pm	Saturday
Dec 20	CE 1422	(4 credits)	9:00 am-12:40 pm	Wednesday
Dec 20	CE 1419	(4 credits)	1:10 pm-4:50 pm	Wednesday
Dec 21	CE 1417	(4 credits)	9:00 am-12:40 pm	Thursday
Dec 21	CE 1405	(4 credits)	1:10 pm-4:50 pm	Thursday

## **STATEN ISLAND**

**Staten Island NY Hotel, 290 Wild Avenue, Staten Island, NY 10314**

<b>DATE</b>	<b>COURSE</b>	<b>TIME</b>	<b>DAY</b>
Sept 12	CE 1417 (4 credits)	9:00 am-12:40 pm	Tuesday
Sept 12	CE 1405 (4 credits)	1:10 pm-4:50 pm	Tuesday
Sept 19	CE 1409 (4 credits)	9:00 am-12:40 pm	Tuesday
Sept 19	CE 1410 (4 credits)	1:10 pm-4:50 pm	Tuesday
Nov 7	CE 1416 (4 credits)	9:00 am-12:40 pm	Tuesday
Nov 7	CE 1427 (4 credits)	1:10 pm-4:50 pm	Tuesday
Nov 14	CE 1411 (4 credits)	9:00 am-12:40 pm	Tuesday
Nov 14	CE 1407 (4 credits)	1:10 pm-4:50 pm	Tuesday

## **HAWTHORNE**

**Comfort Inn, 20 Saw Mill River Road, Hawthorne, NY 10532**

<b>DATE</b>	<b>COURSE</b>	<b>TIME</b>	<b>DAY</b>
Sept 13	CE 1409 (4 credits)	9:00 am-12:40 pm	Wednesday
Sept 13	CE 1410 (4 credits)	1:10 pm-4:50 pm	Wednesday
Sept 14	CE 1411 (4 credits)	9:00 am-12:40 pm	Thursday
Sept 14	CE 1407 (4 credits)	1:10 pm-4:50 pm	Thursday
Oct 17	CE 1403 (4 credits)	9:00 am-12:40 pm	Tuesday
Oct 17	CE 1412 (4 credits)	1:10 pm-4:50 pm	Tuesday
Oct 18	CE 1422 (4 credits)	9:00 am-12:40 pm	Wednesday
Oct 18	CE 1419 (4 credits)	1:10 pm-4:50 pm	Wednesday
Dec 13	CE 1417 (4 credits)	9:00 am-12:40 pm	Wednesday
Dec 13	CE 1405 (4 credits)	1:10 pm-4:50 pm	Wednesday
Dec 14	CE 1416 (4 credits)	9:00 am-12:40 pm	Thursday
Dec 14	CE 1427 (4 credits)	1:10 pm-4:50 pm	Thursday

## **BELLPORT \*\* (NEW LOCATION) \*\***

**Springhill Suites Marriott, 2 Sawgrass Drive, Bellport, NY 11713**

<b>DATE</b>	<b>COURSE</b>	<b>TIME</b>	<b>DAY</b>
Oct 10	CE 1403 (4 credits)	9:00 am-12:40 pm	Tuesday
Oct 10	CE 1412 (4 credits)	1:10 pm-4:50 pm	Tuesday
Oct 11	CE 1422 (4 credits)	9:00 am-12:40 pm	Wednesday
Oct 11	CE 1419 (4 credits)	1:10 pm-4:50 pm	Wednesday
Nov 15	CE 1417 (4 credits)	9:00 am-12:40 pm	Wednesday
Nov 15	CE 1405 (4 credits)	1:10 pm-4:50 pm	Wednesday
Nov 16	CE 1416 (4 credits)	9:00 am-12:40 pm	Thursday
Nov 16	CE 1427 (4 credits)	1:10 pm-4:50 pm	Thursday

## **MANHATTAN**

**80 Maiden Lane, 9<sup>th</sup> Floor, NY, NY 10038**

<b>DATE</b>		<b>COURSE</b>		<b>TIME</b>	<b>DAY</b>
Sept 18	<b>SOLD OUT</b>	CE 1422	(4 credits)	9:00 am-12:40 pm	Monday
Sept 18	<b>SOLD OUT</b>	CE 1419	(4 credits)	1:10 pm-4:50 pm	Monday
Sept 19	<b>SOLD OUT</b>	CE 1416	(4 credits)	9:00 am-12:40 pm	Tuesday
Sept 19	<b>SOLD OUT</b>	CE 1427	(4 credits)	1:10 pm-4:50 pm	Tuesday
Sept 27		CE 1409	(4 credits)	9:00 am-12:40 pm	Wednesday
Sept 27		CE 1410	(4 credits)	1:10 pm-4:50 pm	Wednesday
Sept 28		CE 1411	(4 credits)	9:00 am-12:40 pm	Thursday
Sept 28		CE 1407	(4 credits)	1:10 pm-4:50 pm	Thursday
Oct 6		CE 1422	(4 credits)	9:00 am-12:40 pm	Friday
Oct 6		CE 1419	(4 credits)	1:10 pm-4:50 pm	Friday
Oct 7		CE 1403	(4 credits)	9:00 am-12:40 pm	Saturday
Oct 7		CE 1412	(4 credits)	1:10 pm-4:50 pm	Saturday
Oct 18		CE 1417	(4 credits)	9:00 am-12:40 pm	Wednesday
Oct 18		CE 1405	(4 credits)	1:10 pm-4:50 pm	Wednesday
Oct 19		CE 1416	(4 credits)	9:00 am-12:40 pm	Thursday
Oct 19		CE 1427	(4 credits)	1:10 pm-4:50 pm	Thursday
Oct 25		CE 1409	(4 credits)	9:00 am-12:40 pm	Wednesday
Oct 25		CE 1410	(4 credits)	1:10 pm-4:50 pm	Wednesday
Oct 26		CE 1422	(4 credits)	9:00 am-12:40 pm	Thursday
Oct 26		CE 1419	(4 credits)	1:10 pm-4:50 pm	Thursday
Nov 9		CE 1403	(4 credits)	9:00 am-12:40 pm	Thursday
Nov 9		CE 1412	(4 credits)	1:10 pm-4:50 pm	Thursday
Nov 11		CE 1411	(4 credits)	9:00 am-12:40 pm	Saturday
Nov 11		CE 1407	(4 credits)	1:10 pm-4:50 pm	Saturday
Nov 15		CE 1417	(4 credits)	9:00 am-12:40 pm	Wednesday
Nov 15		CE 1405	(4 credits)	1:10 pm-4:50 pm	Wednesday
Nov 16		CE 1416	(4 credits)	9:00 am-12:40 pm	Thursday
Nov 16		CE 1427	(4 credits)	1:10 pm-4:50 pm	Thursday
Nov 29		CE 1409	(4 credits)	9:00 am-12:40 pm	Wednesday
Nov 29		CE 1410	(4 credits)	1:10 pm-4:50 pm	Wednesday
Nov 30		CE 1411	(4 credits)	9:00 am-12:40 pm	Thursday
Nov 30		CE 1407	(4 credits)	1:10 pm-4:50 pm	Thursday
Dec 8		CE 1403	(4 credits)	9:00 am-12:40 pm	Friday
Dec 8		CE 1412	(4 credits)	1:10 pm-4:50 pm	Friday
Dec 9		CE 1422	(4 credits)	9:00 am-12:40 pm	Saturday
Dec 9		CE 1419	(4 credits)	1:10 pm-4:50 pm	Saturday
Dec 18		CE 1417	(4 credits)	9:00 am-12:40 pm	Monday
Dec 18		CE 1405	(4 credits)	1:10 pm-4:50 pm	Monday
Dec 19		CE 1416	(4 credits)	9:00 am-12:40 pm	Tuesday
Dec 19		CE 1427	(4 credits)	1:10 pm-4:50 pm	Tuesday

## **QUEENS**

**Adria Hotel, 221-17 Northern Blvd., Bayside, NY 11361**

<b>DATE</b>	<b>COURSE</b>	<b>TIME</b>	<b>DAY</b>
Apr 20	CE 1416 (4 credits)	9:00 am-12:40 pm	Thursday
Apr 20	CE 1427 (4 credits)	1:10 pm-4:50pm	Thursday
Apr 21	CE 1417 (4 credits)	9:00 am-12:40 pm	Friday
Apr 21	CE 1405 (4 credits)	1:10 pm-4:50 pm	Friday
June 19	CE 1409 (4 credits)	9:00 am-12:40 pm	Monday
June 19	CE 1410 (4 credits)	1:10 pm-4:50 pm	Monday
June 20	CE 1411 (4 credits)	9:00 am-12:40 pm	Tuesday
June 20	CE 1407 (4 credits)	1:10 pm-4:50 pm	Tuesday
Aug 7	CE 1422 (4 credits)	9:00 am-12:40 pm	Monday
Aug 7	CE 1419 (4 credits)	1:10 pm-4:50 pm	Monday
Aug 8	CE 1403 (4 credits)	9:00 am-12:40 pm	Tuesday
Aug 8	CE 1412 (4 credits)	1:10 pm-4:50 pm	Tuesday
Oct 16	CE 1416 (4 credits)	9:00 am-12:40 pm	Monday
Oct 16	CE 1427 (4 credits)	1:10 pm-4:50 pm	Monday
Oct 17	CE 1417 (4 credits)	9:00 am-12:40 pm	Tuesday
Oct 17	CE 1405 (4 credits)	1:10 pm-4:50 pm	Tuesday
Dec 11	CE 1409 (4 credits)	9:00 am-12:40 pm	Monday
Dec 11	CE 1410 (4 credits)	1:10 pm-4:50 pm	Monday
Dec 12	CE 1411 (4 credits)	9:00 am-12:40 pm	Tuesday
Dec 12	CE 1407 (4 credits)	1:10 pm-4:50 pm	Tuesday



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**Registration Form**

**FAX FORM TO: 516-997-5446 OR SCAN & EMAIL TO REGISTRATION@POHSINSTITUTE.COM**

Date of Course 1: \_\_\_\_\_ CE #: \_\_\_\_\_ Location: \_\_\_\_\_  
 Date of Course 2: \_\_\_\_\_ CE #: \_\_\_\_\_ Location: \_\_\_\_\_  
 Date of Course 3: \_\_\_\_\_ CE #: \_\_\_\_\_ Location: \_\_\_\_\_  
 Date of Course 4: \_\_\_\_\_ CE #: \_\_\_\_\_ Location: \_\_\_\_\_

Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ Initial: \_\_\_\_\_

Home Address: \_\_\_\_\_ Apt/Suite#: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Employed By: \_\_\_\_\_

Business Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone: \_\_\_\_\_ E-Mail: \_\_\_\_\_

License Info (Please include individual and corporate license #'s):			
Lic# _____	Exp Date _____	Lic# _____	Exp Date _____
Lic# _____	Exp Date _____	Lic# _____	Exp Date _____
Lic# _____	Exp Date _____	Lic# _____	Exp Date _____
Payment Type:			
<input type="checkbox"/> AMEX <input type="checkbox"/> VISA <input type="checkbox"/> MASTERCARD <input type="checkbox"/> CHECK    TOTAL: _____			
CREDIT CARD # _____		EXP. DATE: _____	
SECURITY CODE: _____			
BILLING ADDRESS: <input type="checkbox"/> Home <input type="checkbox"/> Business <input type="checkbox"/> Other: _____			
*CHECK # _____ (certificates cannot be issued 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. POHS IS COMMITTED TO HELPING YOU RENEW YOUR LICENSE(S). HOWEVER, IT IS THE AGENT/BROKER'S ULTIMATE RESPONSIBILITY TO REGISTER FOR THE CORRECT COURSES AND TO COMPLY WITH ALL NY STATE INS DEPT REGULATIONS. ALL CE CLASSES INCLUDE A \$25 NON-REFUNDABLE REGISTRATION FEE.

I understand and agree to all of the stated conditions:

Signature: \_\_\_\_\_ Date: \_\_\_\_\_