



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 (NOT FOR PA, C3)	NYCR-246894	4 CREDITS
CE 1405-	The Impact of Insurance Fraud	NYCR-252062	4 CREDITS
CE 1407-	Issues in Money Laundering (NOT FOR PA, C3)	NYCR-246895	4 CREDITS
CE 1409-	Principles and Issues of Insurance (NOT FOR PA, C3)	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 (NOT FOR PA, C3)	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 (NOT FOR PA, C3)	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 (NOT FOR LA, LB, C1)	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 (NOT FOR PC, BR, PA, C3)	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 (NOT FOR PC, BR, PA, C3)	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 st 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 (NOT FOR PC, BR, PA, C3)	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)
* LOYALTY DISCOUNT-	\$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)
* LOYALTY DISCOUNT-	\$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**

DATE	COURSE		TIME	DAY
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

DATE	COURSE	TIME	DAY
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

DATE	COURSE	TIME	DAY
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

DATE	COURSE	TIME	DAY
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, 9th Floor, NY, NY 10038

DATE		COURSE		TIME	DAY
Sept 18	SOLD OUT	CE 1422	(4 credits)	9:00 am-12:40 pm	Monday
Sept 18	SOLD OUT	CE 1419	(4 credits)	1:10 pm-4:50 pm	Monday
Sept 19	SOLD OUT	CE 1416	(4 credits)	9:00 am-12:40 pm	Tuesday
Sept 19	SOLD OUT	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

DATE	COURSE	TIME	DAY
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

BROOKLYN

Best Western Gregory Hotel, 8315 4th Avenue, Brooklyn, NY 11209

DATE	COURSE	TIME	DAY
Oct 11	CE 1417 (4 credits)	9:00am-12:40 pm	Wednesday
Oct 11	CE 1405 (4 credits)	1:10pm-4:50 pm	Wednesday
Oct 18	CE 1416 (4 credits)	9:00am-12:40 pm	Wednesday
Oct 18	CE 1427 (4 credits)	1:10pm-4:50 pm	Wednesday
Dec 6	CE 1403 (4 credits)	9:00am-12:40 pm	Wednesday
Dec 6	CE 1412 (4 credits)	1:10pm-4:50 pm	Wednesday
Dec 13	CE 1422 (4 credits)	9:00am-12:40 pm	Wednesday
Dec 13	CE 1419 (4 credits)	1:10pm-4:50 pm	Wednesday



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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: _____