



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

2018 (JAN - JUN) 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 1700-	Cyber Terrorism & Insurance	NYCR-254594	4 CREDITS
CE 1701-	Ethical Insurance Issues	NYCR-254316	4 CREDITS
CE 1707-	Money Laundering Concepts	NYCR-256535	4 CREDITS
CE 1709-	Understanding Essentials of Insurance	NYCR-256536	4 CREDITS
CE 1710-	Employee Employer Considerations	NYCR-256533	4 CREDITS
CE 1716-	Techniques of Risk Management	NYCR-254596	4 CREDITS
CE 1717-	Senior Needs Today (NOT FOR PA, C3)	NYCR-256534	4 CREDITS
CE 1722-	The Impact of Identity Theft	NYCR-256377	4 CREDITS
CE 1723	Understanding Errors and Omissions	NYCR-257229	4 CREDITS
CE 1728-	Analyzing Business Insurance	NYCR-254597	4 CREDITS
CE 1730-	Baby Boomer Concerns	NYCR-256376	4 CREDITS
CE 1799	Understanding Medicare & Medigap Plans (NOT FOR PA, C3)	NYCR-254598	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)
* <u>LOYALTY DISCOUNT-</u>	\$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)
* <u>LOYALTY DISCOUNT-</u>	\$67.50*	*\$108	*\$126	\$126* (best option)

*STUDENTS WHO HAVE TAKEN PRE-LICENSING AND/OR CE CLASSES WITH POHS INSTITUTE SINCE JAN. 1, 2001 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
Jan 3	CE 1716	(4 credits)	9:00 am-12:40 pm	Wednesday
Jan 3	CE 1728	(4 credits)	1:10 pm-4:50 pm	Wednesday
Jan 4	CE 1717	(4 credits)	9:00 am-12:40 pm	Thursday
Jan 4	CE 1723	(4 credits)	1:10 pm-4:50 pm	Thursday
Jan 19	CE 1722	(4 credits)	9:00 am-12:40 pm	Friday
Jan 19	CE 1799	(4 credits)	1:10 pm-4:50 pm	Friday
Jan 20	CE 1709	(4 credits)	9:00 am-12:40 pm	Saturday
Jan 20	CE 1700	(4 credits)	1:10 pm-4:50 pm	Saturday
Jan 31	CE 1701	(4 credits)	9:00 am-12:40 pm	Wednesday
Jan 31	CE 1707	(4 credits)	1:10 pm-4:50 pm	Wednesday
Feb 1	CE 1730	(4 credits)	9:00 am-12:40 pm	Thursday
Feb 1	CE 1710	(4 credits)	1:10 pm-4:50 pm	Thursday
Feb 14	CE 1716	(4 credits)	9:00 am-12:40 pm	Wednesday
Feb 14	CE 1728	(4 credits)	1:10 pm-4:50 pm	Wednesday
Feb 15	CE 1717	(4 credits)	9:00 am-12:40 pm	Thursday
Feb 15	CE 1723	(4 credits)	1:10 pm-4:50 pm	Thursday
Feb 23	CE 1709	(4 credits)	9:00 am-12:40 pm	Friday
Feb 23	CE 1700	(4 credits)	1:10 pm-4:50 pm	Friday
Feb 24	CE 1722	(4 credits)	9:00 am-12:40 pm	Saturday
Feb 24	CE 1799	(4 credits)	1:10 pm-4:50 pm	Saturday
Mar 7	CE 1701	(4 credits)	9:00 am-12:40 pm	Wednesday
Mar 7	CE 1707	(4 credits)	1:10 pm-4:50 pm	Wednesday
Mar 8	CE 1730	(4 credits)	9:00 am-12:40 pm	Thursday
Mar 8	CE 1710	(4 credits)	1:10 pm-4:50 pm	Thursday
Mar 16	CE 1716	(4 credits)	9:00 am-12:40 pm	Friday
Mar 16	CE 1728	(4 credits)	1:10 pm-4:50 pm	Friday
Mar 17	CE 1717	(4 credits)	9:00 am-12:40 pm	Saturday
Mar 17	CE 1723	(4 credits)	1:10 pm-4:50 pm	Saturday
Mar 27	CE 1722	(4 credits)	9:00 am-12:40 pm	Tuesday
Mar 27	CE 1799	(4 credits)	1:10 pm-4:50 pm	Tuesday
Mar 28	CE 1709	(4 credits)	9:00 am-12:40 pm	Wednesday
Mar 28	CE 1700	(4 credits)	1:10 pm-4:50 pm	Wednesday
Apr 13	CE 1701	(4 credits)	9:00 am-12:40 pm	Friday
Apr 13	CE 1709	(4 credits)	1:10 pm-4:50 pm	Friday
Apr 14	CE 1730	(4 credits)	9:00 am-12:40 pm	Saturday
Apr 14	CE 1710	(4 credits)	1:10 pm-4:50 pm	Saturday
Apr 25	CE 1716	(4 credits)	9:00 am-12:40 pm	Wednesday
Apr 25	CE 1728	(4 credits)	1:10 pm-4:50 pm	Wednesday
Apr 26	CE 1717	(4 credits)	9:00 am-12:40 pm	Thursday
Apr 26	CE 1723	(4 credits)	1:10 pm-4:50 pm	Thursday
May 11	CE 1722	(4 credits)	9:00 am-12:40 pm	Friday
May 11	CE 1799	(4 credits)	1:10 pm-4:50 pm	Friday
May 12	CE 1701	(4 credits)	9:00 am-12:40 pm	Saturday
May 12	CE 1707	(4 credits)	1:10 pm-4:50 pm	Saturday
May 23	CE 1709	(4 credits)	9:00 am-12:40 pm	Wednesday
May 23	CE 1700	(4 credits)	1:10 pm-4:50 pm	Wednesday
May 24	CE 1730	(4 credits)	9:00 am-12:40 pm	Thursday
May 24	CE 1710	(4 credits)	1:10 pm-4:50 pm	Thursday

June 1	CE 1717	(4 credits)	9:00 am-12:40 pm	Friday
June 1	CE 1723	(4 credits)	1:10 pm-4:50 pm	Friday
June 2	CE 1716	(4 credits)	9:00 am-12:40 pm	Saturday
June 2	CE 1728	(4 credits)	1:10 pm-4:50 pm	Saturday
June 20	CE 1722	(4 credits)	9:00 am-12:40 pm	Wednesday
June 20	CE 1799	(4 credits)	1:10 pm-4:50 pm	Wednesday
June 21	CE 1709	(4 credits)	9:00 am-12:40 pm	Thursday
June 21	CE 1700	(4 credits)	1:10 pm-4:50 pm	Thursday

BELLPORT

Springhill Suites Marriott 2 Sawgrass Drive Bellport, NY 11713

DATE	COURSE		TIME	DAY
Feb 28	CE 1716	(4 credits)	9:00 am-12:40 pm	Wednesday
Feb 28	CE 1728	(4 credits)	1:10 pm-4:50 pm	Wednesday
March 1	CE 1717	(4 credits)	9:00 am-12:40 pm	Thursday
March 1	CE 1723	(4 credits)	1:10 pm-4:50 pm	Thursday
Apr 18	CE 1722	(4 credits)	9:00 am-12:40 pm	Wednesday
Apr 18	CE 1799	(4 credits)	1:10 pm-4:50 pm	Wednesday
Apr 19	CE 1709	(4 credits)	9:00 am-12:40 pm	Thursday
Apr 19	CE 1700	(4 credits)	1:10 pm-4:50 pm	Thursday
June 13	CE 1701	(4 credits)	9:00 am-12:40 pm	Wednesday
June 13	CE 1707	(4 credits)	1:10 pm-4:50 pm	Wednesday
June 14	CE 1730	(4 credits)	9:00 am-12:40 pm	Thursday
June 14	CE 1710	(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
Jan 23	CE 1730	(4 credits)	9:00 am-12:40 pm	Tuesday
Jan 23	CE 1710	(4 credits)	1:10 pm-4:50 pm	Tuesday
Jan 30	CE 1701	(4 credits)	9:00 am-12:40 pm	Tuesday
Jan 30	CE 1707	(4 credits)	1:10 pm-4:50 pm	Tuesday
Mar 6	CE 1709	(4 credits)	9:00 am-12:40 pm	Tuesday
Mar 6	CE 1700	(4 credits)	1:10 pm-4:50 pm	Tuesday
Mar 13	CE 1722	(4 credits)	9:00 am-12:40 pm	Tuesday
Mar 13	CE 1799	(4 credits)	1:10 pm-4:50 pm	Tuesday
May 15	CE 1717	(4 credits)	9:00 am-12:40 pm	Tuesday
May 15	CE 1723	(4 credits)	1:10 pm-4:50 pm	Tuesday
May 22	CE 1716	(4 credits)	9:00 am-12:40 pm	Tuesday
May 22	CE 1728	(4 credits)	1:10 pm-4:50 pm	Tuesday
June 19	CE 1730	(4 credits)	9:00 am-12:40 pm	Tuesday
June 19	CE 1710	(4 credits)	1:10 pm-4:50 pm	Tuesday
June 26	CE 1701	(4 credits)	9:00 am-12:40 pm	Tuesday
June 26	CE 1707	(4 credits)	1:10 pm-4:50 pm	Tuesday

HAWTHORNE

Comfort Inn, 20 Saw Mill River Road, Hawthorne 10532

DATE	COURSE	TIME	DAY
Jan 24	CE 1730 (4 credits)	9:00 am-12:40 pm	Wednesday
Jan 24	CE 1710 (4 credits)	1:10 pm-4:50 pm	Wednesday
Jan 25	CE 1701 (4 credits)	9:00 am-12:40 pm	Thursday
Jan 25	CE 1707 (4 credits)	1:10 pm-4:50 pm	Thursday
Feb 27	CE 1709 (4 credits)	9:00 am-12:40 pm	Tuesday
Feb 27	CE 1700 (4 credits)	1:10 pm-4:50 pm	Tuesday
Feb 28	CE 1722 (4 credits)	9:00 am-12:40 pm	Wednesday
Feb 28	CE 1799 (4 credits)	1:10 pm-4:50 pm	Wednesday
Apr 11	CE 1717 (4 credits)	9:00 am-12:40 pm	Wednesday
Apr 11	CE 1723 (4 credits)	1:10 pm-4:50 pm	Wednesday
Apr 12	CE 1716 (4 credits)	9:00 am-12:40 pm	Thursday
Apr 12	CE 1728 (4 credits)	1:10 pm-4:50 pm	Thursday
May 16	CE 1730 (4 credits)	9:00 am-12:40 pm	Wednesday
May 16	CE 1710 (4 credits)	1:10 pm-4:50 pm	Wednesday
May 17	CE 1701 (4 credits)	9:00 am-12:40 pm	Thursday
May 17	CE 1707 (4 credits)	1:10 pm-4:50 pm	Thursday
June 27	CE 1709 (4 credits)	9:00 am-12:40 pm	Wednesday
June 27	CE 1700 (4 credits)	1:10 pm-4:50 pm	Wednesday
June 28	CE 1722 (4 credits)	9:00 am-12:40 pm	Thursday
June 28	CE 1799 (4 credits)	1:10 pm-4:50 pm	Thursday

MANHATTAN

80 Maiden Lane, 9th Floor, NY, NY 10038

DATE	COURSE	TIME	DAY
Jan 5	CE 1730 (4 credits)	9:00 am-12:40 pm	Friday
Jan 5	CE 1710 (4 credits)	1:10 pm-4:50 pm	Friday
Jan 6	CE 1701 (4 credits)	9:00 am-12:40 pm	Saturday
Jan 6	CE 1707 (4 credits)	1:10 pm-4:50 pm	Saturday
Jan 24	CE 1709 (4 credits)	9:00 am-12:40 pm	Wednesday
Jan 24	CE 1700 (4 credits)	1:10 pm-4:50 pm	Wednesday
Jan 25	CE 1722 (4 credits)	9:00 am-12:40 pm	Thursday
Jan 25	CE 1799 (4 credits)	1:10 pm-4:50 pm	Thursday
Feb 9	CE 1717 (4 credits)	9:00 am-12:40 pm	Friday
Feb 9	CE 1723 (4 credits)	1:10 pm-4:50 pm	Friday
Feb 10	CE 1716 (4 credits)	9:00 am-12:40 pm	Saturday
Feb 10	CE 1728 (4 credits)	1:10 pm-4:50 pm	Saturday
Feb 21	CE 1730 (4 credits)	9:00 am-12:40 pm	Wednesday
Feb 21	CE 1710 (4 credits)	1:10 pm-4:50 pm	Wednesday
Feb 22	CE 1701 (4 credits)	9:00 am-12:40 pm	Thursday
Feb 22	CE 1707 (4 credits)	1:10 pm-4:50 pm	Thursday
Mar 9	CE 1709 (4 credits)	9:00 am-12:40 pm	Friday
Mar 9	CE 1700 (4 credits)	1:10 pm-4:50 pm	Friday
Mar 10	CE 1722 (4 credits)	9:00 am-12:40 pm	Saturday
Mar 10	CE 1799 (4 credits)	1:10 pm-4:50 pm	Saturday
Mar 23	CE 1716 (4 credits)	9:00 am-12:40 pm	Friday
Mar 23	CE 1728 (4 credits)	1:10 pm-4:50 pm	Friday
Mar 24	CE 1717 (4 credits)	9:00 am-12:40 pm	Saturday
Mar 24	CE 1723 (4 credits)	1:10 pm-4:50 pm	Saturday
Apr 4	CE 1730 (4 credits)	9:00 am-12:40 pm	Wednesday
Apr 4	CE 1710 (4 credits)	1:10 pm-4:50 pm	Wednesday
Apr 5	CE 1701 (4 credits)	9:00 am-12:40 pm	Thursday
Apr 5	CE 1707 (4 credits)	1:10 pm-4:50 pm	Thursday
Apr 20	CE 1722 (4 credits)	9:00 am-12:40 pm	Friday
Apr 20	CE 1799 (4 credits)	1:10 pm-4:50 pm	Friday
Apr 21	CE 1709 (4 credits)	9:00 am-12:40 pm	Saturday
Apr 21	CE 1700 (4 credits)	1:10 pm-4:50 pm	Saturday
May 3	CE 1717 (4 credits)	9:00 am-12:40 pm	Thursday
May 3	CE 1723 (4 credits)	1:10 pm-4:50 pm	Thursday
May 4	CE 1716 (4 credits)	9:00 am-12:40 pm	Friday
May 4	CE 1728 (4 credits)	1:10 pm-4:50 pm	Friday
May 18	CE 1701 (4 credits)	9:00 am-12:40 pm	Friday
May 18	CE 1707 (4 credits)	1:10 pm-4:50 pm	Friday
May 19	CE 1730 (4 credits)	9:00 am-12:40 pm	Saturday
May 19	CE 1710 (4 credits)	1:10 pm-4:50 pm	Saturday
May 30	CE 1709 (4 credits)	9:00 am-12:40 pm	Wednesday
May 30	CE 1700 (4 credits)	1:10 pm-4:50 pm	Wednesday
May 31	CE 1722 (4 credits)	9:00 am-12:40 pm	Thursday
May 31	CE 1799 (4 credits)	1:10 pm-4:50 pm	Thursday
June 7	CE 1717 (4 credits)	9:00 am-12:40 pm	Thursday
June 7	CE 1723 (4 credits)	1:10 pm-4:50 pm	Thursday
June 8	CE 1716 (4 credits)	9:00 am-12:40 pm	Friday
June 8	CE 1728 (4 credits)	1:10 pm-4:50 pm	Friday

June 14	CE 1730	(4 credits)	9:00 am-12:40 pm	Thursday
June 14	CE 1710	(4 credits)	1:10 pm-4:50 pm	Thursday
June 15	CE 1701	(4 credits)	9:00 am-12:40 pm	Friday
June 15	CE 1707	(4 credits)	1:10 pm-4:50 pm	Friday
June 29	CE 1709	(4 credits)	9:00 am-12:40 pm	Friday
June 29	CE 1700	(4 credits)	1:10 pm-4:50 pm	Friday
June 30	CE 1722	(4 credits)	9:00 am-12:40 pm	Saturday
June 30	CE 1799	(4 credits)	1:10 pm-4:50 pm	Saturday



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

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: _____