



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

LIFE, ACCIDENT & HEALTH INSURANCE **PRE-LICENSING COURSE- 2017**

Qualifies Students to take the NY Life And/Or Accident & Health Agent/Broker State Examinations

TUITION: \$349 (INCLUDES TEXTBOOK)

COURSE HIGHLIGHTS

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

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
when purchased at time of enrollment.

*CD-ROM's purchased **anytime after** time of enrollment will be subject to full \$49.95 price.



Pohs Institute
 1400 Old Country Rd. Suite C100
 Westbury, NY 11590
 Phone: 516-997-8350
 Fax: 516-997-5446

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

2017- Life, Accident and Health Schedule

43 total hours

(23 hours in-class; 17 hours of self-study; 3-hour final exam)

SCHEDULE TYPES	
WED / SAT	(3) Wed (6:00PM - 9:30PM) & (2) Sat (9:00AM - 5:30PM)
1 WEEK ACCELERATED	(1) Mon (9:00AM - 5:30PM), (1) Tues & (1) Wed (9:00AM - 5:00PM) & (1) Fri (9:00AM - 12:00PM - Final Exam Only)

<u>WESTBURY</u>	
1400 Old Country Rd, Suite C-100, Westbury, NY 11590	
Start Dates (last date is final exam)	Days of Week
Mar 13, 14, 15, 17	Mon/Tue/Wed/Fri (1Week)
Mar 27, 28, 29, 31	Mon/Tue/Wed/Fri (1Week)
Apr 17, 18, 19, 21	Mon/Tue/Wed/Fri (1Week)
Apr 24, 26, 28, 5/1 Rescheduled	Mon/Wed/Fri/Mon (1Week)
May 8, 9, 10, 12	Mon/Tue/Wed/Fri (1Week)
May 22, 23, 24, 26	Mon/Tue/Wed/Fri (1Week)
May 31, 6/3, 7, 10, 14	Wed/Sat
June 5, 6, 7, 9	Mon/Tue/Wed/Fri (1Week)
June 19, 20, 21, 23	Mon/Tue/Wed/Fri (1Week)
July 10, 11, 12, 14	Mon/Tue/Wed/Fri (1Week)
July 24, 26, 28, 31	Mon/Wed/Fri/Mon (1Week)
Aug 7, 8, 9, 11	Mon/Tue/Wed/Fri (1Week)
Aug 21, 22, 23, 25	Mon/Tue/Wed/Fri (1 Week)
Sept 12(Tues), 13, 14, 18(Monday)	Tue/Wed/Thurs/Mon (1Week)
Sept 25, 26, 27, 29	Mon/Tue/Wed/Fri (1Week)
Oct 4, 7, 11, 14, 18	Wed/Sat
Oct 16, 18, 20, 23	Mon/Wed/Fri/Mon (1Week)
Oct 24(Tues), 25, 26, 30(Mon)	Tue/Wed/Thurs/Mon (1Week)
Nov 6, 7, 8, 10	Mon/Tue/Wed/Fri (1Week)
Nov 20, 21, 22, 27(Mon)	Mon/Tue/Wed/Mon (1Week)
Dec 4, 5, 6, 8	Mon/Tue/Wed/Fri (1Week)
Dec 18, 19, 20, 22	Mon/Tue/Wed/Fri (1Week)

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

<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, 9, 10, 12	Mon/Tue/Wed/Fri (1 Week)
Aug 21, 22, 23, 25	Mon/Tue/Wed/Fri (1 Week)
Nov 6, 7, 8, 10	Mon/Tue/Wed/Fri (1 Week)



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

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)..... \$349**
 - 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. LIFE, ACCIDENT & HEALTH TUITION INCLUDES A \$25 NON-REFUNDABLE REGISTRATION FEE.

I understand and agree to all of the stated conditions:

Signature: _____ Date: _____