



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 INSURANCE ONLY **PRE-LICENSING COURSE- 2017**

Qualifies Students to take the NY Life Only Agent/Broker State Examinations

TUITION: \$299 (INCLUDES TEXTBOOK)

COURSE HIGHLIGHTS

- Types of Life
- Annuities
- Policy Riders, Provisions, Options
- Underwriting Procedures
- Other Insurance Concepts
- Taxes and Retirement
- 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



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2017- Life 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-5:00PM), Tues (9:00AM-5:30PM) & Fri (9:00AM – 12:00PM - Final Exam Only)
WED/SAT (part-time)	Wed (6:00PM-9:30PM), Sat (9:00AM-5:30PM), Wed (6:00PM-9:30PM) & Wed (6:00PM-9:00PM- 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, 17	Mon/Tue/Fri (accelerated)
Mar 27, 28, 31	Mon/Tue/Fri (accelerated)
Apr 17, 18, 21	Mon/Tue/Fri (accelerated)
Apr 24, 26, 31 5/1-Rescheduled	Mon/Wed/Mon (accelerated)
May 8, 9, 12	Mon/Tue/Fri (accelerated)
May 22, 23, 26	Mon/Tue/Fri (accelerated)
May 31, 6/3, 7, 14	Wed/Sat/Wed/Wed (part-time)
June 5, 6, 9	Mon/Tue/Fri (accelerated)
June 19, 20, 23	Mon/Tue/Fri (accelerated)
July 10, 11, 14	Mon/Tues/Fri (accelerated)
July 24, 26, 31	Mon/Wed/Mon (accelerated)
Aug 7, 8, 11	Mon/Tue/Fri (accelerated)
Aug 21, 22, 25	Mon/Tue/Fri (accelerated)
Sept 12(Tues), 13, 18(Monday)	Tue/Wed/Mon (accelerated)
Sept 25, 26, 29	Mon/Tue/Fri (accelerated)
Oct 4, 7, 11, 18	Wed/Sat/Wed/Wed (part-time)
Oct 16, 18, 23	Mon/Wed/Mon (accelerated)
Oct 24,(Tues), 25, 30(Monday)	Tue/Wed/Mon (accelerated)
Nov 6, 7, 10	Mon/Tue/Fri (accelerated)
Nov 20, 21, 27(Monday)	Mon/Tue/Mon (accelerated)
Dec 4, 5, 8	Mon/Tue/Fri (accelerated)
Dec 18, 19, 22	Mon/Tue/Fri (accelerated)

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

HAWTHORNE – COMFORT INN 20 Saw Mill River Rd., Hawthorne, NY 10532	
Start Dates (last date is final exam)	Days of Week
May 8, 9, 12	Mon/Tue/Fri (accelerated)
Aug 21, 22, 25	Mon/Tue/Fri (accelerated)
Nov 6, 7, 10	Mon/Tue/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:	
<input type="checkbox"/>	Class Tuition (includes text)..... \$299
<input type="checkbox"/>	Exam Review CD-ROM \$40 + sales tax (special package price – regularly \$49.95)
<input type="checkbox"/>	Shipping/Handling (UPS Ground)..... \$16 (Text / CD-ROM)
Ship to:	<input type="checkbox"/> Home <input type="checkbox"/> Business <input type="checkbox"/> I'll Pick Up
TOTAL: \$ _____	

Payment Type:	
<input type="checkbox"/> VISA	<input type="checkbox"/> MASTERCARD
<input type="checkbox"/> AMEX	<input type="checkbox"/> CHECK
CREDIT CARD # _____	EXP. DATE: _____
SECURITY CODE: _____	
BILLING ADDRESS:	<input type="checkbox"/> Home <input type="checkbox"/> Business <input type="checkbox"/> 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 ONLY TUITION INCLUDES A \$25 NON-REFUNDABLE REGISTRATION FEE.

I understand and agree to all of the stated conditions:

Signature: _____ Date: _____