Insurance and Securities Licensing and Continuing Education

2007–2008
November–March

California

KAPLAN FINANCIAL

Kaplan Financial Equips You To Be a Financial Services Professional

Insurance

The California Department of Insurance regulates the sale of insurance in California, and requires sales representatives to be licensed. The Life/Health license authorizes you to sell life, health, and disability. Additional education allows you to sell long term care insurance and annuities. The Fire/Casualty license allows you to sell auto and homeowners insurance, as well as commercial property and liability coverage.

Kaplan Financial offers insurance licensing courses that will allow you to quickly and successfully complete your education and pass your state licensing exam. Our customers tell us that convenience is crucial so we have developed a variety of class formats to fit every schedule—from classroom to online.

Classroom education has many benefits, whether you choose virtual classroom taken on computer or come to one of our many locations throughout California. Experienced instructors expose you to a broad array of insurance concepts. The curriculum will explain exactly how insurance works in California and provide insight into various types of policies. Our classes prepare you to pass the state test on your first attempt with the utmost confidence. Students leave our classes with a solid foundation upon which to build a career in the insurance business.

Securities

In order to sell stocks, bonds, mutual funds, and variable annuity products, a person must be registered with the Financial Industry Regulatory Authority (FINRA®). While there is no mandatory education, many candidates lack the necessary experience in the securities industry to pass the required series examinations without prior preparation.

Kaplan Financial delivers exam prep courseware to match adult learning styles and to help busy professionals prepare to pass the securities exams—the first time. We recommend a classroom learning environment with teacher and peer interaction and we offer the largest national classroom network, with classes held in most major U.S. metro centers.

For candidates without access to a traditional class, Kaplan offers virtual classes, which are live classes delivered via the internet. Our virtual and traditional classroom offerings feature Kaplan's signature, experienced instructors who deliver engaging, exam-focused training. Current, user-friendly, course materials feature numerous examples and exercises to help maximize retention and a variety of study tips to help candidates prepare to pass the exams the first time. Kaplan also offers practice test banks and correlated exams that simulate the actual exam experience in degree of difficulty and topic coverage.

Kaplan for Life

Once you have earned your insurance license or securities registration, Kaplan Financial will be your education partner for life. You can select from a robust library of continuing education on every subject. And, we partner with most of the largest financial services companies in the country to provide their employees with training and to maintain compliance within their field.

So whether you are looking to add another license, renew an existing one, or obtain an advanced designation in your field, look to Kaplan Financial for your professional training needs. CERTIFIED FINANCIAL PLANNER™ programs are just one of the ways professionals are making themselves more valuable to their clients, and Kaplan Financial has a robust program to assist you in earning your CFP® certification.

What's New for 2007?

Virtual and Online Licensing Exam Prep

We are enhancing our robust line of licensing exam prep courses to include state-of-the-art virtual and online courses for securities and insurance licensing exam prep to give our customers even more choice and flexibility!

- Virtual classes are now available for Series 6, 7, 26, 63, 65, 66, and our new Series 6 Bilingual Spanish virtual class.
- Virtual classes are now available for Life and Health candidates in Georgia, Ohio, and Texas.
- Online self-directed prelicense training is available for Life and Health candidates in California, Georgia and Arizona, with more states coming soon!

New Ethics CE Requirement

Beginning with January 1, 2007, license renewals, all California licensed agents will have to complete four hours of CE credit in the discipline of ethics. Kaplan Financial has filed many courses to qualify for ethics credit with the California Department of Insurance, and we offer a live class option to fulfill this requirement as well. Check our Website to find out which classes will satisfy this new requirement.

New California Four-Hour Annuity Training

After receiving the initial eight-hour training, every life agent who sells annuities must also complete four hours of training every two years before license renewal, beginning with the next license renewal period after January 1, 2005.

If a life agent completed the eight-hour training in December 2004 and the life agent's renewal is in June 2005, that life agent will be required to complete the four-hour CE training on or before his June 2007 renewal.

Both print and online versions of our course, *California Four-Hour Annuity Training: Annuity Suitability,* have been approved with the California Department of Insurance. Order online or call for more information.

Campus Locations

Kaplan Financial has class locations in more than 15 cities through out California. See pages 4–5 and 7–8 or visit www.kaplanfinancial.com.

Kaplan Financial Courses for New California Annuity and Ethics Requirements

Kaplan Financial offers a concise and targeted training course to satisfy California's four-hour CE requirement for life agents who sell annuities. It provides the requisite training mandated by the California Department of Insurance (CDI) and is approved for the four-hour annuity training requirement.

This training prepares producers to make legal and ethical recommendations to their clients regarding annuities. Upon completing the course, agents will be able to:

- define suitability;
- identify the information to be obtained from senior consumers to make suitable annuity purchase recommendations;
- discuss the legal and ethical obligations to senior consumers (and to insurers and regulatory authorities) with regard to the suitability of annuity recommendations;
- explain the processes in place to audit and supervise producer activities;
- identify the regulatory requirements that have been enacted to protect senior consumers during the purchase and exchange of annuities; and
- describe how violations of suitability standards may be identified and punished.

California 4-Hour Annuity Training Course

Textbook **$35**
Online **$25**

Prices include our Grading and Certification Service, which is required to earn California CE credit.

Ask About Quantity Discounts!

Kaplan Financial offers courses to meet the new California ethics requirement. Remember, California life and broker/casualty agents need four hours of ethics training.

Ethics

for Life and Health (L&H) and Property and Casualty (P&C)

This course helps producers recognize ethical dilemmas they may encounter and provides guidance on the attitudes and specific conduct that is expected. The course begins by defining ethics and explains how insurance producers, as professionals, are subject to heightened ethical standards. The various ethical requirements that apply to insurance companies and agents are analyzed, with discussion relevant to both life and health and property and casualty producers.

Textbook **$56***
Online **$45***
Classroom **$49**

*Prices include our Grading and Certification Service, which is required to earn California CE credit.

Ethics Classroom Course Schedule

Time: 1:00 pm–5:30 pm

Encino	1/26, 2/23, 3/22
Irvine	11/9, 12/1, 12/21, 1/18, 2/2, 2/15, 3/1, 3/29
Long Beach	11/17, 12/15, 1/19, 2/16, 3/15
Los Angeles	11/9, 12/7, 1/11, 2/8, 3/7
Pomona	11/16, 1/25, 2/22, 3/21
Riverside	12/7, 2/8
Sacramento	12/21, 2/22
San Diego	11/16, 12/21, 1/25, 2/22, 3/21
San Francisco	11/9, 12/7, 1/11, 2/8, 3/7
San Jose	11/16, 12/14, 1/25, 2/22, 3/21
Woodland Hills	11/9, 11/30, 12/14, 1/11, 1/25, 2/8, 2/22, 3/7, 3/21

Ethics for Packaged Product Salespersons (online only)

This course studies the ethical and professional obligations of a packaged product salesperson. It reviews unauthorized transactions, proper maintenance of accounts, and other fraudulent or improper activities and includes a section on business conduct rules. Mutual funds and variable annuities are packaged products.

Online **$44***

*Prices include our Grading and Certification Service, which is required to earn California CE credit.

Other Kaplan Financial courses approved for California ethics hours are not ideal offerings because most producers need four ethics hours and the other courses are approved for fewer than four hours. Personal lines producers might find these courses useful because they only need two California ethics hours.

Other California Self-Study CE Courses

- California Annuities Training Course
- California Long-Term Care Insurance
- Workers' Compensation and 24-Hour Coverage in California
- Huge selection of Life and Health CE training courses
- Wide array of Property and Casualty CE training courses

Insurance Licensing Classes

How to Obtain Your California Insurance License

The state of California requires completion of 12 hours of approved prelicensing education in ethics and the California Insurance Code. In addition, you are required to complete 40 hours specific to each license line for which you are applying (Life and Health or Fire and Casualty). Exemptions may apply for experienced professionals and those who have a current insurance license in another state—please call for more information.

1. If this is your first insurance license, enroll in a Kaplan Financial 52-hour Life and Health or Fire and Casualty licensing course by calling 1-800-521-3395 or by visiting our insurance licensing section at **www.kaplanfinancial.com.** If you already hold one of these licenses and are looking to add the other, call us to learn more about your education options.
2. Visit **www.insurance.ca.gov** to apply for an exam date online or to download the appropriate forms.
3. Complete your Kaplan Financial licensing course.
4. On test day, make sure you bring all of the state-required forms.
5. Take and pass your state licensing exam.

Class and Information

Life and Health 52-Hour Class

(Includes Code and Ethics and Exam Prep)

Class: $229
Class length: 6 days — 8:00 am–5:30 pm, M–F; 8:00 am–1:00 pm, Sat

E = Evening Class
Class length: 2 weeks — 6:00 pm–10:15 pm, M–F; 8:00 am–1:00 pm, Sat

M = Mixed Class
Class length: 3 weekends
Weekends 1 & 2: 8:00 am–5:30 pm, Sat/Sun
Weekend 3: 8:00 am–5:30 pm, Fri and 8:00 am–1:00 pm Sat

W = Weekend Class
Class length: 3 weekends
Weekends 1 & 2: 8:00 am–5:30 pm, Sat/Sun
Weekend 3: 8:00 am–5:30 pm, Sat and 8:00 am–1:00 pm Sun

Location	Nov	Dec	Jan	Feb	Mar
Azusa	3–18W				
Encino	3–18W	8–23W	12–27W	9–24W	8–23W
Irvine	5–10	8–22W	14–19	11–16	10–15
	17–Dec 2W	17–22	19–Feb 3W	16–Mar 2W	15–30W
	27–Dec 2		29–Feb 3	26–Mar 2	25–30
Long Beach	3–18W	1–16W	5–20W	2–17W	1–16W
	13–18	11–16	15–20	12–17	11–16
Los Angeles	5–10	3–8	7–12	4–9	3–8
Ontario	5–17E		7–19E	11–23E	10–22E
Pomona	12–17		21–26	18–23	17–22
Riverside		3–8		4–9	
Sacramento		17–22		18–23	
San Diego		17–22	12–26M	9–23M	8–22W
	12–17		21–26	18–23	17–22
San Francisco	5–10	3–8	7–12	4–9	3–8
San Jose	12–17	10–15	21–26	18–23	17–22
Temecula	3–18W	1–16W	5–20W	2–17W	
Woodland Hills	5–10	10–15	7–12	4–9	3–8
	26–Dec 1		21–26	18–23	17–22

Code and Ethics 12-Hour Class

(Included in the Life and Health 52-Hour class)

Class: $99
Class length: 2 days
Day 1: 1:00 pm–5:30 pm
Day 2: 8:00 am–5:30 pm

Also approved for 12 hours of CE

Location	Nov	Dec	Jan	Feb	Mar
Encino			20 & 26	17 & 23	16 & 22
Irvine	8–9	20–21	17–18	1–2	13–14
	30–Dec 1			14–15	28–29
				29–Mar 1	
Long Beach	16–17	14–15	13 & 19	10 & 16	10 & 15
			18–19	15–16	14–15
Los Angeles	8–9	6–7	10–11	7–8	6–7
Pomona	15–16		24–25	21–22	20–21
Riverside		6–7		7–8	
Sacramento		20–21		21–22	
San Diego	15–16	20–21	24–25	21–22	20–21
San Francisco	8–9	6–7	10–11	7–8	6–7
San Jose	15–16	13–14	24–25	21–22	20–21
Woodland Hills	8–9	13–14	10–11	7–8	6–7
	29–30		24–25	21–22	20–21

Pricing, class dates, and locations are subject to change without notice.

Course schedule continues on the next page.

Insurance Licensing Classes (cont.)

Class and Information	Location	Nov	Dec	Jan	Feb	Mar
Life and Health Exam Prep (Included in the Life and Health 52-Hour class) Class: $99 Class length: ½ day 8:00 am–1:00 pm *Held the last day of each Life and Health class*	Azusa	18				
	Encino	18	23	27	24	23
	Irvine	10	2	19	3	2
			22		16	15
						30
	Long Beach	18		20	17	16
	Los Angeles	10	8	12	9	8
	Pomona	17		26	23	22
	Riverside		8		9	
	Sacramento		22		23	
	San Diego	17	22	26	23	22
	San Francisco	10	8	12	9	8
	San Jose	17	15	26	23	22
	Woodland Hills	10	1	12	9	8
			15	26	23	22
Fire and Casualty 52-Hour Class (Includes Code and Ethics and Exam Prep) Class: $239 Class length: 6 days Day 1: 1:00 pm–5:30 pm Day 2: 8:00 am–5:30 pm Days 3–6: 8:00 am–5:30 pm	Irvine	8–15		17–24	14–21	13–20
		30–Dec 6				
	Los Angeles			10–17		6–13

Pricing, class dates, and locations are subject to change without notice.

Kaplan Financial's Online Prelicensing Courses Approved in California!

For the first time, you can experience the same excellent prelicensing training you have come to count on from Kaplan—delivered online!

Complete your 52-hour prelicensing course and prepare for the California Life Agent Exam from the convenience of your home, office, or on the road, at your own pace and on your own schedule, using Kaplan Financial's:

- California Life Agent 40-Hour Prelicensing Education Online Course
- California Code & Ethics 12-Hour Prelicensing Education Online Course

These courses automatically keep track of the amount of time you spend studying. When you complete the course instruction and the required amount of study hours, you just print out the Affidavit of Personal Responsibility, sign it, and fax it to our Grading and Certification Department. We then issue your Certificate of Completion and report your completion to the state. It's that easy!

For more information of these new, exciting online courses contact us at 1-800-521-3395!

California Life and Health Insurance Prelicensing Money-Back Guarantee Package

Money-Back Guarantee for Our Life and Health Licensing Package

Pass the exam the first time.

We are so confident in the effectiveness of this package that we guarantee your success. Pass the exam the first time with our California Life and Health Insurance Prelicensing Money-Back Guarantee Package or receive your money back. It's that simple.

Prepare with an exceptional learning experience and support tools.

This package includes:

- *52-hour live class that focuses learning on key test areas* (includes Code and Ethics exam prep). Our signature live class offers outstanding instruction, question-based sessions, and many opportunities for instructor/peer interaction and mentoring.
- *The California Life Agent Student Notebook.* The notebook, which is used in class, features a complete cross-reference to all of the California educational objectives required by the state for license exam preparation. The notebook delivers a concise and exam-focused review of testable content and features graphics, examples, and exercises to help maximize retention. Chapters feature an outline-style design (perfect for in-class note taking) and conclude with review questions. There is also a midterm and final exam and a glossary of insurance terms.
- *Drill & Practice CD-ROM test bank that helps sharpen test-taking skills.* This flexible tool gives learners a database of general and state-specific questions from which they can create a nearly unlimited number of practice exams and question-based sessions.
- *Audio Review (two-CD pack) that provides excellent reinforcement.* Professional voices relay the most testable information in a Q&A format.

Our Guarantee.

The California Life and Health Insurance Prelicensing Money-Back Guarantee Package terms are simple. If you score 80% or higher on our Drill & Practice Exam and then fail the California State Life Insurance Licensing Exam, we will refund your money, no questions asked. All you need to do is show us the completion certificate from the Kaplan Financial class, your printout of the Drill & Practice Exam on which you scored 80% or higher, and the notice from the California Department of Insurance stating that you did not pass the exam.

Tuition: $269 (a $300 value!)

Seats are limited, so enroll today. Call 1-800-521-3395.

Insurance Licensing Study Aids

Drill & Practice Test Bank $49

(Online or CD-ROM)

Learners will benefit from this database of exam-focused questions from which they can customize a nearly unlimited number of practice exams. Drill & Practice products are customized by state. Our proprietary exam simulator is able to precisely simulate the weighting of each state exam, according to the state outline. The Drill & Practice Test Bank produces an exam to challenge the learner much like the actual exam. Both general insurance questions and state-specific material are included in this powerful study tool. Choose online or CD-ROM.

Audio Review $29

Professional voices relay the most testable information in a Q&A format on these convenient CDs. The audio experience provides excellent reinforcement and fully integrates with the companion Kaplan Financial study materials.

Study Anywhere, Anytime with Kaplan's Virtual Classes for Securities Licensing Exam Prep

Kaplan Financial Has a Solution for You!

Kaplan's virtual class experience is an Internet-delivered alternative for a traditional class, ideal for exam candidates in remote areas who do not have access to a live class. Available for Series 6, 7, 26, 63, 65, 66, and Series 6 Bilingual Spanish, these interactive virtual classes feature the same engaging Kaplan Financial instructors that our traditional classes do.

Why partner with Kaplan Financial?

Candidates prepare to pass the exams the first time with all the benefits of our signature live classes. Corporate managers are empowered to deliver high-quality, consistent programs that help candidates get to market and produce revenue more quickly, while saving time and boosting productivity.

Solution Overview

Our new, innovative virtual class experience engages learners from the moment the class begins. Expert instructors present the material live while learners follow along with a PowerPoint® presentation and Student Notebook. Frequent interactive opportunities throughout each presentation engage learners and help to maximize retention of critical concepts. Students can ask questions by raising their hand and speaking through their headset microphone or by sending a question through private text chat to the instructor or to the entire class.

Key Features

Outstanding instructors deliver an engaging and interactive learning experience.

Frequent comprehension checks, test prep questions, test tips, and assessments give learners the edge in testing skill.

Continual opportunities for learner feedback and comments encourage participation, including yes/no polls, hand claps, and text chats.

Sharp graphics illustrate key concepts for maximum retention.

Recorded class playbacks provide an unlimited opportunity to review and reinforce key concepts for 45 days after class.

Knowledge Center offers fingertip access to a comprehensive suite of support resources, including the following:

- Daily study calendar
- Assignments
- Class resources
- Links to Audio Reviews and diagnostic exams

Headset Offer

For complete interactivity with the instructor and others attending the virtual class, we offer a headset with built-in microphone for only $19. Order when you enroll in class.

Virtual Class Materials

License Exam Study Manual

An exam-focused study manual complete with current content, interactive exercises, Quick Quizzes, and Test Topic Alerts.

Drill & Practice Test Bank (CD)

Learners will sharpen test-taking skills and increase comprehension with this easy-to-use, robust database of test questions that enables learners to customize practice exams. It contains detailed rationales and practice final exams that simulate the actual exam in proportional topic and weighting.

Student Notebook

A concise, easy-to-use tool that includes important study notes and highlights critical exam-focused content. This resource provides a convenient note-taking opportunity for organized, post-class review.

Enrichment Exams

This concise collection showcases practice questions built on the most newly tested topics and is frequently updated to address the latest regulations and testable concepts. It is strongly recommended that learners carefully review all Enrichment Exam questions and rationales before testing to ensure the best possible exam performance.

Optional Study Tools—Call for Pricing

Mastery Exam

Learners test exam readiness with this predictive exam experience that gives a final reading of areas of strength and weakness. Designed and rigorously field tested to simulate the exam in topic coverage and degree of difficulty, this exam is an outstanding follow-up for self-study, classroom or virtual classroom courses.

Audio Review—(CD format)

Audio Review is an excellent add-on study tool, reinforcing the most testable points presented in Kaplan Financial's study materials. It provides an overview of the most critical information from each lesson in audio CD format.

Support Services

Guided Study Calendar features recommended daily study activities that follow Kaplan Financial's proven study system.

Instructor Chat before each daily class session.

AnswerPhone℠ connects learners to Kaplan Financial's team of subject matter experts for assistance in mastering material.

Call 1-800-570-9235 for more information about our virtual securities classes!

Securities Licensing Classes

How to Obtain Your Securities License

1. Submit the Form U-4 to your employer pursuant to the employer's requirements. A window to take the exam will then be opened.
2. Enroll in a Kaplan Financial securities licensing course **as soon as possible before the class date** by calling Kaplan Financial customer service at 1-800-521-3395 or enrolling online at **www.kaplanfinancial.com.**
3. Schedule an appointment for the licensing exam with Prometric Testing Centers at 1-866-776-6387 or PearsonVUE Testing Centers at 1-866-396-6273 ideally three to four weeks before the class begins. The appointment will be canceled if the examinee is not approved for testing on the basis of submission of the Form U-4.
4. For optimum results, plan to do some pre-/post-study. Plan for homework questions each night. Plan two to three days of review before taking your licensing exam.
5. Take your test within five days of completing the class, and pass with confidence!

Class and Information	Location	Nov	Dec	Jan	Feb	Mar
Series 6 **Investment Company Products/Variable Contracts Limited Representative:** Required of individuals soliciting the purchase or sale of redeemable securities (mutual funds), variable contracts (variable annuities) and insurance premium funding programs (variable life) issued by insurance companies. Class with materials: $239 Class only: $199 Class length: 2½ days Days 1–2: 8:30 am–5:00 pm Day 3: 8:30 am–12:00 pm	Encino	5–7			11–13	
	Irvine	5–7	10–12	14–16	11–13	10–12
	Los Angeles	26–28	10–12	28–30	25–27	24–26
	Sacramento		10–12	7–9		10–12
	San Diego	27–29		28–30	25–27	24–26
	San Francisco	26–28	17–19	22–24	19–21	17–19
	San Jose		3–5	28–30		24–26
Class with materials: $219 Class length: 4 days 1:00 pm–5:00 pm ET W=Weekend 11:00 am–8:00 pm ET **New! Bilingual Series 6 Class in Spanish** B=Bilingual	VIRTUAL CLASS	5–8B	3–6B	7–10B	4–7B	3–6B
		12–15	10–13	14–17	11–14	10–13
		10–11W	8–9W	5–6W	2–3W	1–2W
Series 63 **Uniform Securities Agent State Law Exam:** Required of individuals soliciting the purchase or sale of securities within a state. The exam may be required in addition to other exams. Class with materials: $89 Class only: $69 Class length: ½ day 12:30 pm–5:00 pm	Encino	7			13	
	Irvine	7	12	16	13	12
	Los Angeles	28	12	30	27	26
	Sacramento		12	9		12
	San Diego	29		30	27	26
	San Francisco	28	19	24	21	19
	San Jose		5	30		26
Class with materials: $79 12:00 pm–2:30 pm ET and Class length: 1 day 3:30 pm–5:30 pm ET W=Weekend, 1 day 11:00 am–3:30 pm ET	VIRTUAL CLASS	16	14	18	15	14
		17W	15W	12W	9W	8W
Series 7 **General Securities Representative:** Required of individuals soliciting the purchase or sale of corporate, municipal and U.S. government securities, options, direct participation programs, investment company products and variable contracts. Class with materials: $419 Class only: $299 Class length: 5 days 8:30 am–5:00 pm	Irvine	12–16	3–7	7–11	4–8	3–7
	Los Angeles	26–30	17–21	21–25	18–22	17–21
	Sacramento	5–9		14–18		17–21
	San Diego	5–9	10–14	14–18	11–15	10–14
	San Francisco	12–16	10–14	14–18	12–16	10–14
	San Jose		17–21		25–29	
Class with materials: $419 9:00 am–12:30 pm ET and Class length: 5 days 1:30 pm–4:30 pm ET E = 8 evenings, Tue & Thu 6:00 pm–9:30 pm ET	VIRTUAL CLASS	6–Dec 4E	17–21	8–31E	5–28E	4–27E
		26–30		7–11	11–15	10–14
				28–Feb 1	25–29	24–28
Series 65 **Uniform Investment Advisor Exam:** Required of individuals acting as or soliciting for the service of investment advisers. This exam may be required in addition to other exams. Class with materials: $249 Class only: $139 Class length: 2 days 8:30 am–5:00 pm	Irvine	1–2		17–18		13–14
	Los Angeles		10–11		28–29	
	San Diego				28–29	
	San Jose					
	San Francisco		20–21		21–22	
Class with materials: $229 Class length: 3 days 12:00 pm–5:00 pm ET	VIRTUAL CLASS	7–9	5–7	9–11	6–8	5–7
		28–30				

Pricing, class dates, and locations are subject to change without notice.

Course schedule continues on the next page.

Call 1-800-570-9235 for more information about our virtual securities classes!

Securities Licensing Classes (cont.)

Class and Information	Location	Nov	Dec	Jan	Feb	Mar
Series 66 **Uniform Combined State Law Exam (equivalent of S-63 plus S-65):** Required of individuals acting as or soliciting for the service of investment advisers and soliciting the purchase or sale of securities within a state. Fulfills the requirements of both the Series 63 and Series 65. Class with materials: $219 Class only: $129 Class length: 1 day 8:30 am–5:00 pm	Irvine	1		17		13
	Los Angeles		10		28	
	San Diego				28	
	San Jose					
	San Francisco		20		21	
Class with materials: $199 Class length: 2 days 12:30 pm–5:00 pm ET	VIRTUAL CLASS	5–6 26–27	3–4	7–8	4–5	3–4 31–Apr 1
Series 24 **General Securities Principal:** Required of individuals responsible for the management or supervision of a member's investment banking or securities business. The Series 24 qualifies an individual as a General Securities Principal. Class with materials: $429 Class only: $319 Class length: 2 days 8:30 am–5:00 pm	Irvine		13–14		14–15	
	Los Angeles			31–Feb 1		
	San Diego					27–28
	San Francisco	8–9		24–25		19–20
Series 26 **Investment Company Products/Variable Contracts Limited Principal:** Required of individuals, who as principal will supervise individuals soliciting the purchase or sale of redeemable securities (mutual funds) registered under the Investment Company Act of 1940, variable contracts (variable annuities) and insurance premium funding, programs (variable life) issued by insurance companies. Class with materials: $379 Class only: $269 Class length: 2 days 8:30 am–5:00 pm	Irvine	29–30		24–25		
	Los Angeles					27–28
	San Francisco		13–14		28–29	
Class with materials: $349 2:00 pm–5:00 pm ET Class length: 4 days	VIRTUAL CLASS	12–15	10–13	21–24	25–28	17–20
Series 27/28 **Financial and Operations Principal:** Tests a candidate's knowledge and understanding of financial responsibility rules and record-keeping requirements. Class with materials: $499 Class only: $339 Class length: 2 days 8:30 am–5:00 pm	San Francisco					27–28

Pricing, class dates, and locations are subject to change without notice.

"If you are serious about passing your insurance exam on the first attempt, attend the Kaplan exam prep. It helped me gain the confidence I needed to pass my insurance test on the first attempt. Now I can focus on my passion, making a difference in the lives of my clients."

—Luis Castillo

Securities Licensing Self-Study Courses and Study Aids

Series	Options	Price
Series 6	**Manual with Drill & Practice** (online or CD)	$139
	Complete Online Course—includes Online Manual and Online Drill & Practice	$139
	Audio Review CD	$39
Series 7	**Manual with Drill & Practice** (online or CD)	$249
	Complete Online Course—includes Online Manual and Online Drill & Practice	$249
	Audio Review CD	$39
Series 63	**Manual with Drill & Practice** (online or CD)	$49
	Complete Online Course—includes Online Manual and Online Drill & Practice	$49
	Audio Review CD	$39
Series 65	**Manual with Drill & Practice** (online or CD)	$149
	Audio Review CD	$39
Series 66	**Manual with Drill & Practice** (online or CD)	$139
	Audio Review CD	$39

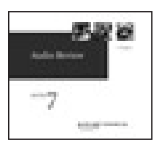
Series	Options	Price
Series 3	**Manual with Drill & Practice** (online or CD)	$199
Series 4	**Manual with Drill & Practice** (online or CD)	$229
Series 9	**Manual with Drill & Practice** (online or CD)	$109
Series 10	**Manual with Drill & Practice** (online or CD)	$259
Series 24	**Manual with Drill & Practice** (online or CD)	$249
	Audio Review CD	$39
Series 26	**Manual with Drill & Practice Test Bank** (online or CD)	$189
	Audio Review CD	$39
Series 27/28	**Manual with Drill & Practice** (online or CD)	$309
Series 31	**Manual with Drill & Practice** (online or CD)	$99
Series 51	**Manual with Drill & Practice** (online or CD)	$129
Series 53	**Manual with Drill & Practice** (online or CD)	$229
Series 55	**Manual with Drill & Practice** (online or CD)	$189

Kaplan Financial Self-Study Exam Preparation

Includes the interactive Study Manual and Drill & Practice CD. The Drill & Practice CD contains a database of exam-focused questions from which students can create an unlimited number of practice exams. Exams are proportional in topic and weight to the actual exam. Most sets include print exams.

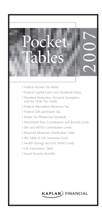
Online Courses for Series 7, 6, and 63

Our courses for Series 7, 6, and 63 offers students a fully interactive and engaging study experience in an online environment. Each course features an online study manual with clearly defined learning objectives, alerts for highly testable subjects, audio clips to reinforce learning, bookmarking, Quick Quizzes, an unlimited number of customizable practice exams, and a final exam that simulates the actual testing experience.



Audio Review—CD

Audio Review is an excellent add-on study tool, reinforcing the most testable points presented in Kaplan Financial's study materials. It provides an overview of the most critical information from each lesson in audio CD format.



2007 Pocket Tables........$47.50 per packet

Be the first to inform your clients of new tax rate and benefit schedules in 2007 by providing them with Kaplan Financial's 2007 Pocket Tables. It is a quick tax reference tool they will value and keep throughout the year. It covers major changes in the tax landscape that become effective for the first time in 2007. Pocket Tables content is prepared by an experienced editorial staff of highly qualified legal and tax professionals. Attach your business card or imprint your company name and use as a promotional mailer to your clients and centers of influence. The retail price reflects one packet of 50 Pocket Table brochures.

Sit for the November 2008 CFP® Certification Examination

Classes begin as early as January 2008 for the November 2008 exam cycle. Kaplan Financial offers three high-quality, CFP Board-registered programs to help your associates obtain the required education to sit for the CFP® Certification Examination. Choose from one of the following programs:

- Accelerated Certificate in Financial Planning
- Executive Certificate in Financial Planning
- Online Certificate in Financial Planning

Why Pursue CFP® Certification?

- Establish your credibility and grow your book of business with CFP® Certification.
- The first year of CFP® Certification delivers an average jump of 40% in earnings to advisors.*
- CFP Board research shows that consumers increasingly rely on credentials when selecting a financial adviser.

Accelerated Certificate in Financial Planning

This CFP Board-Registered Program blends a highly effective methodology of self-study and classroom instruction for an excellent learning experience. Choose from virtual or traditional classroom programs. Associates can select from classes offered in six major cities across the United States or participate in our innovative Web-based virtual classes.

- **Traditional classroom** combines live instruction with self-study. This accelerated program consists of six courses and can be completed in just nine months—less than half the time required for typical programs.
- **Virtual classroom** is an instructor-led, Web-based program that provides all the benefits of a traditional classroom from the convenience of the learner's home or office or on the road. The playback feature offers a convenient method for making up missed classes or reviewing key lectures. This program, which comprises six courses, can be completed in just nine months.

Executive Certificate in Financial Planning

University Programs are offered through leading institutions across the country like Fordham and Georgetown Universities. The Executive Certificate in Financial Planning Program (University Programs) is designed to meet the schedule demands of working professionals. The program benefits both experienced professionals seeking to advance their careers and those entering the field for the first time. Programs are available in 9-month and 12-month curriculums.

Online Certificate in Financial Planning

This fully self-paced program designed by Kaplan University is our self-study option. Study anytime, anywhere. Instructors are available via class message boards and through email. The program can be completed in 12 months or less and includes six courses, each consisting of 10 units. There is one online quiz per lesson and an online final exam at the end of each course.

Review Course Options

Ready to sit for the exam but need an intensive review? Review courses are available in traditional, virtual, and online formats. We offer more than 30 classes in 18 states across the country. If you prefer self-study with textbooks, ask about our newly updated materials in our money-saving Platinum package.

Still preparing for the March 2008 CFP® Exam?

Attend This LIVE Review Class

	Anthony Schools Encino	Oakland Training Center
Location:	17175-A Ventura Blvd. 2nd Fl., Plaza De Oro Encino, CA 01316	7700 Edgewater Drive Suite 450 Oakland, CA 94621
Dates:	5 days, Jan 30–Feb 3 Wed–Fri & Sat 8:00 am–5:00 pm Sun 8:00 am–3:00 pm	5 days, Feb 13–17 Wed–Fri & Sat 8:00 am–5:00 pm Sun 8:00 am–3:00 pm
Deadline:	Jan 16	Jan 30

Ensure pass rate success by enrolling in one of our leading programs today!

Class Information		FP101	FP102	FP103	FP104	FP105	FP106
Traditional Live Class November 2008 Certification Exam	Chicago	Jan 17–20	Feb 14–17	Mar 27–30	May 7–10	Jun 19–22	Jul 31–Aug 3
	Houston	Jan 10–13	Feb 14–17	Mar 27–30	May 7–10	Jun 19–22	Jul 31–Aug 3
	Los Angeles	Jan 31–Feb 3	Mar 13–16	Apr 17–20	May 29–Jun 1	Jul 10–13	Aug 21–24
	New York	Jan 24–27	Feb 21–24	Apr 3–6	May 15–18	Jun 26–29	Aug 7–10
	San Francisco	Jan 17–20	Feb 21–24	Apr 3–6	May 15–18	Jun 26–29	Aug 7–10
Virtual Class November 2008 Certification Exam	Class 1	Jan 28	Mar 10	Apr 16	May 28	Jul 2	Aug 11
	Class 2	Jan 30	Mar 12	Apr 17	May 29	Jul 3	Aug 13
	Class 3	Jan 31	Mar 13	Apr 21	Jun 2	Jul 7	Aug 14
	Class 4	Feb 4	Mar 17	Apr 23	Jun 4	Jul 9	Aug 18
	Class 5	Feb 6	Mar 19	Apr 24	Jun 5	Jul 10	Aug 20
	Class 6	Feb 7	Mar 20	Apr 28	Jun 9	Jul 14	Aug 21
	Class 7	Feb 11	Mar 24	Apr 30	Jun 11	Jul 16	Aug 25
	Class 8	–––––	–––––	May 1	Jan 12	Mar 17	Aug 27

*Source: Average as surveyed in College for Financial Planning 2006, 2007 Survey of Trends in the Financial Planning Industry. Past results do not guarantee future earnings.

Enroll today by calling Kaplan Financial Customer Service at 1-888-694-3568.
To view class schedules and download enrollment forms, please visit **www.kaplanfinancial.com**.

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Kaplan Financial is comprised of Schweser, a Kaplan Professional company, and these former companies: Dearborn Financial Services, BISYS Education Services, eMind, and Insurance Achievement.

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