



EMPOWER

Your recruits can study anytime, anywhere.

California Life Agent 52-Hour Prelicensing Education Online Course Package

Your recruits will experience the convenience of home study in a brand new way with Kaplan Financial's high-quality content and exceptional course design.

Kaplan Financial's 52-hour prelicensing course package delivers the required training from the convenience of home, office, or on the road. The course automatically keeps track of the amount of time spent studying. To obtain certification, the candidate simply needs to complete the course *and* the required amount of study hours. It's that easy!

Six Powerful Reasons to Choose Kaplan

We know you have a choice in selecting the education provider your recruits may use for prelicense training. Please be aware that not all courses are the same. How is Kaplan different? In so many ways...

1. Free your recruits from frustration.

Kaplan frees the learner to study at their own pace, not a pace that is determined by the program. The state requires each student to spend 52 hours studying the online program. Kaplan Financial allows learners who complete the course quickly to spend their remaining study time with additional practice exams or reviewing the lessons they choose.

2. 52-hours of online study can be engaging, interesting, and even entertaining.

- A lively blend of content, colorful graphics, and interactive elements create an incredibly enjoyable study experience.
- Engaging learner activities including matching exercises, click and reveal elements, and stimulating animations promote learning.
- Kaplan's linear courseware is easy to navigate. The link for the next lesson is not active until the current lesson is complete. Once a lesson is complete, it is available for review at any time.
- Lessons can be printed for offline study.
- Partially completed lessons are conveniently bookmarked so the student can pick up where they left off.

The screenshot displays a course page for 'Term Life Insurance' with several interactive elements:

- Advertisements for term life insurance:** A section with five categories: Distinguish Life Insurance, Factors Affecting Premiums, Condition Affecting Insurability, Change in Benefits, and Change in Premium.
- California Code and Ethics:** A sidebar menu with options like 'California Code and Ethics', 'California Life and Health Insurance Guaranty Association Act', and 'Scope of Provisions'.
- Scope of Provisions:** A list of covered contracts including Non-Guarantee Policy, Policy of insurability, Rate of interest, Combs, and others.
- Top 6 Types of Complaints in 2006:** A pie chart showing: Delays (14,647) at 13.9%, Denial of Claim (32,683) at 31.7%, Unsatisfactory Settlement/Offer (26,556) at 26.0%, Cancellation (12,467) at 12.2%, Premium & Rating (11,293) at 11.0%, and Other (1,000) at 0.9%.
- Top 6 Complaints by Type of Coverage in 2006:** A pie chart showing: Auto (71,392) at 32.1%, Accidents and Health (62,954) at 28.3%, Homeowners (24,793) at 11.2%, Life and Annuity (16,939) at 7.7%, Commercial Multi-Pert (3,621) at 1.6%, and Other (1,000) at 0.4%.

Buy today at www.kaplanfinancial.com* or call 1-800-660-8217
 *You must order at your KFLM site to obtain a corporate discount.





3. Immediate feedback reinforces learning.

Each review question must be answered correctly before the student can move ahead. A Check Answer button ensures the concept has been correctly learned. When a wrong answer is given, the student receives immediate remediation and corrects the answer. Immediate feedback promotes learning because the student does not wait until the end of the exam to find out which questions were answered incorrectly. Kaplan's advanced instructional design techniques ensure a successful learning experience and prepare the learner for success on exam day.

4. Your recruits receive personal service from Kaplan experts.

Questions from enrolled students are answered quickly by Kaplan's dedicated subject matter experts! A special email account is checked daily by our team of experienced California instructors.

5. Simple navigation and tracking.

The Main Menu is accessible from any screen and displays the learner's progress in the course (lessons completed versus lessons still to be completed). Elapsed time in minutes is also displayed (i.e., you have completed 200 of 720 minutes).

6. Kaplan has a strong and solid reputation.

This program was developed by the same team who delivers consistent, HIGH PASS RATES via classroom training for California prelicensing. Kaplan's mission is to help individuals achieve their educational and career goals. We build futures one success story at a time.

Buy the Package and Save \$69

To complete the prelicensing requirement, select the California Life Agent 52-Hour Prelicensing Education Online Package... \$159

This package includes two courses:

- California Life Agent 40-Hour Prelicensing Education Online Course... \$139
- California Code and Ethics 12-Hour Prelicensing Education Online Course... \$89

Apply your corporate discount and save even more!

How to Obtain Corporate Discounts

There are several scenarios regarding corporate discounts:

My company has a Kaplan Financial Learning Manager™ (KFLM™) site and an Insurance Prelicensing discount now.**

Visit your KFLM site and order online. So easy. If you have an existing corporate discount for all Insurance Prelicensing products, this new California Life Agent 52-Hour Prelicensing Education Online Package is in your online store now.

My company has a KFLM site, but no Insurance Prelicensing discount agreement.

Contact your sales rep to have Insurance Prelicensing products added to your KFLM site. We can have you up in five days or less.

To establish a corporate discount relationship with Kaplan Financial, contact your sales representative today!

**Kaplan Financial Learning Manager (KFLM) is Kaplan's learning management system. We create personalized online stores and/or ordering sites for our corporate clients via KFLM.

Buy today at www.kaplanfinancial.com* or call 1-800-660-8217

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Questions?

Call your sales representative or email your questions to contactKaplanFinancial@Kaplan.com.

KAPLAN FINANCIAL

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