

IIAI PRESENTS

2012 LICENSE EXAM SCHOOLS



Independent Insurance Agent

WHY NOT PREPARE THE PROVEN SUCCESSFUL WAY?

LICENSE EXAM PREPARATION SCHOOLS CONDUCTED BY:
INDEPENDENT INSURANCE AGENTS OF IOWA

SCHEDULE OF CLASSES FOR 2012

Personal Lines

February 28-29, March 1

August 21-23

Commercial Lines

April 3-5

October 23-25

Life/Health Lines

May 1-3

November 27-29

All courses are at the IIAI Education Center,
4000 Westown Parkway, Suite 200,
West Des Moines, Iowa.

Exam pass ratios for those taking our courses are
20 to 30 percent higher than the state average.

To purchase study materials or to register online visit:
www.iiaiowa.org. On the front page click on the
“Bookstore” icon for the manual, and to register
online click on “General Events Calendar.”

Hotel accommodations are available within easy driving distance. You will receive a **DISCOUNTED RATE** at **The Sheraton**, 50th & University, West Des Moines, 515-223-1800 (**\$91.00**), and the **Chase Suites Hotel**, 11428 Forest Avenue in Clive, 515-223-7700 (**\$84.00** – *standard rate of \$99.00 applies to black-out dates during the Iowa State Fair – affects the August PLES only*). To receive the discount, be sure to mention you are with the Independent Insurance Agents of Iowa.

MEMBER FEE: \$220.00 which includes 2½ days of classroom instruction and the current study manual. (If you already own a current study manual the price of the class is \$135.00.) Please verify with IIAI that you have the current manual by calling 800-272-9312, ext. 17.

You are on your own for lunch.

NON-MEMBER FEE: \$305.00 which includes 2½ days of classroom instruction and the current study manual. (If you already own a current study manual the price of the class is \$220.00.) Please verify with IIAI that you have the current manual by calling 800-272-9312, ext. 17.

You are on your own for lunch.

DAILY SCHEDULE:

FIRST DAY

8:30 a.m. - 4:30 p.m.

SECOND DAY

8:30 a.m. - 4:30 p.m.

THIRD DAY

8:30 a.m. - 12:00 (Noon)

Personal Lines – Insurance Regulations; General Insurance; P/C Insurance Basics; Dwelling Policies; Homeowners Policies; Personal Auto Policies; Farm Coverages and Miscellaneous Policies.

Commercial Lines – Insurance Regulations & General Insurance; P/C Insurance Basics; Auto Insurance; Commercial Package Policy; Businessowners’ Policy; Workers’ Compensation Insurance; Surety Bonds and Other Coverages & Options.

Life, Accident & Health Insurance – Insurance Regulations; General Insurance; Life Insurance Basics; Life Insurance Policies; Life Insurance Policy Options; Annuities; Federal Tax Considerations for Life Insurance; Qualified Plans; Health Insurance Basics; Individual Health Policy Provisions; Disability Income & Related Insurance; Medical Plans; Group Health Insurance; Dental Insurance; Insurance for Senior Citizens & Special Needs Individuals and Federal Tax Considerations for Health Insurance.

ABOUT THE COURSES


These are review programs, designed to build upon the students understanding of the study manual. The goal of the course is to prepare the student to score between 75% and 85% on the license exam. The instructors will walk you through the needed information to pass the exam. Sample exam quizzes will be taken throughout the class to enable students to learn how to take the test. If you fail to pass the exam, our guarantee is you may take the course again the next time it is offered without charge! **Remember you are responsible for arranging your testing date with Pearson VUE, call (877) 540-5825 to schedule or go to www.pearsonvue.com to register for your test.**

THE INSTRUCTORS

PERSONAL LINES – BOB FULWIDER – Bob is from West Branch, Iowa and is a Principal in the Wuestenberg Insurance Agency, Inc. He is a Past-President of IIAI and Past-Chairman of the Independent Insurance Agents & Brokers of America. Bob speaks on a vast number of insurance topics throughout the country. Bob is a graduate of Iowa State University. **CAROL KARNS, CPCU, CIC** – Carol is from West Des Moines, Iowa and is a producer in The Dana Company, Clive, Iowa. She has over twenty years of experience in the business and specializes in Personal Lines. She challenges herself to learn more about the insurance business each and every day. Carol is a Past-President of the Independent Insurance Agents of Iowa.

COMMERCIAL LINES – NORM NIELSEN, CIC, AFIS - Norm is from Preston, Iowa and is the Principal at Associated Insurance Counselors, Inc. He is a Past-President of IIAI. Norm's experiences include teaching at the Dubuque Senior High School, a banker for 13 years, real estate broker for 25 years, and producer in a small town agency for 20 years. **DEAN BROOKS, CPCU, CLU, ALCM** - Dean is a Past Chairman of the Technical Conference Committee for the IIBA. A graduate of Drake University, he has received the Chartered Property Casualty Underwriter, Chartered Life Underwriter and Associate in Loss Control Management designations. He has taught insurance courses on the national level for years. Dean is a Past-President of IIAI.

LIFE/HEALTH – JAMES E. KRIST, CIC – Owns and operates The Krist Insurance Group, Inc., a regional Life/Health and Employee Benefit firm that specializes in creative marketing of traditional insurance products. He also owns and operates Krist Insurance Services, a property-casualty insurance agency in Des Moines, IA. Mr. Krist holds degrees in Financial Economics from the University of Iowa, and a Masters in Business Administration from Drake University. **ELDON HUNSICKER** – Eldon is President of NOEL Insurance, Inc., Ottumwa, Iowa. He currently serves on the Board of Directors of IIAI and serves on the ACT Committee for the Independent Insurance Agents & Brokers of America. In addition to many years of insurance experience, he has taught insurance and other business classes for Buena Vista University for 26 years.

 ***In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodations to that disability. Please submit your request as far as possible in advance of the program you wish to attend. If you have any questions, please call 800-272-9312.

****NOTE – VERY IMPORTANT** – *If you cancel up to 10 days prior to the class you may transfer to the next scheduled exam school you were registered for, or a refund will be sent to you minus a \$25 cancellation fee.*

2012 LICENSE EXAM SCHOOL REGISTRATION

AGENCY _____
 ADDRESS _____
 CITY _____ ZIP _____
 PHONE _____

RETURN WITH PAYMENT TO:
Independent Insurance Agents of Iowa
4000 Westown Parkway, Suite 200
West Des Moines, IA 50266
(515) 223-6060 -- (800) 272-9312

Purchase study materials or Register
Online at: www.iiaiowa.org

Please enroll the following:

	<u>Name</u>	<u>Email Address Requested</u>	<u>Date of Class</u>	<u>Class Fee Only</u>	<u>Class with Manual Fee</u>
1.	_____	_____	_____	_____	_____
2.	_____	_____	_____	_____	_____
3.	_____	_____	_____	_____	_____

To purchase the manuals and/or CDs separately, select below:

Please send _____ P/C Manual(s) _____ L/H Manual(s) @ \$85.00 each _____
 Please send _____ P/C CD(s) _____ L/H CD(s) @ \$45.00 each _____
TOTAL _____