

**Department of
Workforce Development**

Carrie Kahn
Executive Dean

Susan Barris
Principal Clerk

Community Education

Maureen Passmore
Administrative Assistant

Office Staff

Debra Carroccia
Nancy Ippolito
Nicole Novino
Carol Szczesniak

Register Early

To avoid the disappointment of full registration, or the cancellation of a course, we recommend you register early.

Certificates of Completion

Certificates certify that the student has acquired the necessary non-credit training requirements from a recognized State Approved Community College.

Certificate Replacements

A \$10 fee is charged for replacement certificates. The fee is necessary to cover the cost of issuing new certificates. Replacement certificates may be obtained by phoning the Department of Workforce Development at 851-1800.

Cancellation of Classes

Every effort is made to offer all courses as they appear in this catalog. ECC, however, does reserve the right to cancel any class for which there is insufficient enrollment, and to withdraw or modify course offerings.

Gift Certificates

Gift certificates are available for all courses. Treat your friends or loved ones to a course, what a great gift idea for someone special!

Withdrawal/Refund Policy

If you find it necessary to withdraw from a non-credit course, ECC will give a 100% refund with 24 hours notice. Non-attendance does not mean an automatic withdrawal, you must contact the Department of Workforce Development at 851-1800 to cancel your registration.



(716) 851-1800 • www.ecc.edu

SUNY
ECC

Erie Community College
South Campus
Workforce Development
4041 Southwestern Blvd.
Orchard Park N.Y. 14127

Non-Profit
Organization
U.S. Postage
PAID
Buffalo, NY
Permit
No. 729

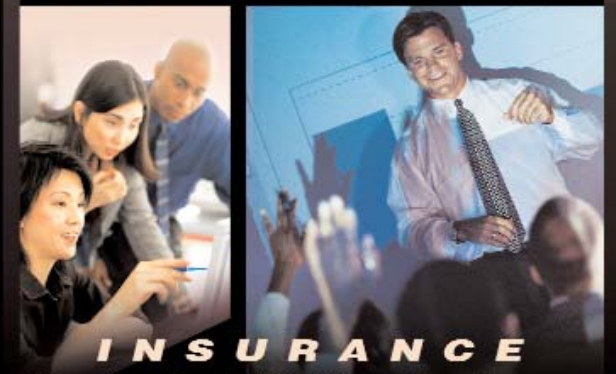
ERIE COMMUNITY COLLEGE

**Workforce
DEVELOPMENT
2006**

**Professional
Development
Non-Credit
Course
Offerings**



www.ecc.edu



INSURANCE
Your Leader in Workforce Development



Insurance

If you are looking to start a new career or supplemental career, insurance sales may be an option for you. According to the NY State Department of Labor's Occupational Employment Statistics Survey, insurance sales agents selling life, property, casualty, health, automotive, or other types of insurance, referring clients to independent brokers, working as independent brokers, or employed by an insurance company, earn an entry level salary of \$27,610, median salary of \$48,030 and \$76,880 for experienced agents (www.labor.state.ny.us.) Erie Community College Department of Workforce Development offers the pre-licensing courses required by New York State. Successful completion of the NY State pre-licensing courses will allow you to sit for the corresponding exam. Prices include course manual and required course textbooks.



NY STATE PERSONAL LINES INSURANCE PRE-LICENSING COURSE

(40 Hours / 5 Weeks)

Prepare yourself for the New York State Personal Lines Insurance Pre-Licensing Exam. If you are interested in specializing in the sale of Personal Lines Property and Casualty Insurance Policies, this is the course for you. When you successfully complete this course, you will earn a certificate of completion qualifying you to take the Personal Lines Exam. Erie Community College is pleased to offer this approved 40 hour course.

Topics covered in this course include: Introduction to Property and Casualty; Duties of Agents and Brokers; Insurance Organizations and Providers; Property Insurance; Fire-Dwelling-Homeowners; Inland Marine-Umbrella Liability; Casualty, Automobile and National Flood Insurance. Prior to the test, you will receive a comprehensive review. *To receive your certificate of completion, you will need to pass the course exam.*

Instructor: Steven Jacobs Course No: INS-201-0912
 Start Date: 09/12/06 End Date: 10/12/06
 Day: Tues./Thurs. Time: 6:00-10:00 p.m.
 Campus: North Room: TBA
 Course Fee: \$315

NY STATE APPROVED PROPERTY AND CASUALTY INSURANCE PRE-LICENSING COURSE

(100 Hours / 14 Weeks)

If you are interested in becoming licensed as a Property and Casualty agent or broker, you will need to complete this 100 hour course. Successful completion of this course will secure your certificate of completion, and qualify you to take the Insurance Brokers exam. Along with the topics from the Personal Lines course, additional topics in this course include: Commercial Property; General Liability; Crime; Fidelity Bonds; Inland and Ocean Marine;

Surety Bonds; Commercial Automobile; Farm Coverage, Government Programs; Aviation Insurance; Health Insurance; Accident and Health Insurance; Package Portfolio and Business Owners Policy.

Prior to the course exam, you will receive a comprehensive review. *To receive your certificate of completion, you will need to pass the course exam.*

Instructor: Steven Jacobs Course No: INS-203-0912
 Date: 09/12/06/06 End Date: 12/14/06
 Day: Tues./Thurs. Time: 6:00-10:00 p.m.
 Campus: North Room: TBA
 Course Fee: \$615

NY STATE APPROVED LIFE ACCIDENT AND HEALTH PRE-LICENSING COURSE

(48 Hours / 7 Weeks)

The successful completion of this 48 hour course will qualify you to take the Life, Accident and Health Insurance Agents exam. Course topics include Life Insurance principles, ordinary group insurance, laws of health, accidents and types of policies, coverage and agent duties. This classroom based course will provide you with personalized instruction and immediate responses to your questions.

Instructor: Steven Jacobs Course No: INS-204-1011
 Start Date: 10/11/06 End Date: 11/20/06
 Day: Mon./Wed. Time: 6:00-10:00 p.m.
 Campus: North Room: TBA
 Course Fee: \$379



Erie Community College and ed2go. Erie Community College's Division of Workforce Development continues its partnership with the online educators, **ed2go**. **Ed2go** provides instructor-facilitated **online courses** in a wide variety of areas. From digital photography to health services, there is a course to meet any personal or professional need. Through registration via Erie Community College, (www.ed2go.com/sunyecc) you can enjoy online learning in your office or even in the comfort of your home.

Beginning in September 2006 ed2go will offer several career certificate online programs including Medical Coding and Billing, PC repair and more.

To view the complete listing of online non-credit course offerings, visit www.ed2go.com/sunyecc.

OTHER WORKFORCE DEVELOPMENT OFFERINGS

Point Insurance Reduction Courses. Erie Community College's Driver Program offers the NYS Point Insurance Reduction Program. Save 10% off your automobile Liability and Collision Insurance premiums for three (3) years and reduce 4 points off your license. Company training is also available. For more information or for current schedule and registration information, phone Program Director Lisa Aragona at 851-1821, email at aragona@ecc.edu or obtain the information online by visiting www.ecc.edu (or www.ecc.edu/academics/driversed.asp.)

DID YOU KNOW. . . ECC's Employment and Training Center continues to offer **free computer courses** at our North Campus located at 6205 Main Street in Williamsville, and the Training Center located at 3176 Abbott Road in Orchard Park. These courses are great if you are just starting out and need to learn the basics. Visit www.econestop.org or call 825-2525 to register.

COMING SOON. . . Workforce Development will soon offer web registration for our Community Education non-credit course offerings. Visit our website, www.ecc.edu/academics/communityed.asp often for course and program updates.

CALL 851-1800 TO CHARGE BY PHONE • FAX TO 851-1808 • FOR A COMPLETE COURSE LISTING GO TO www.ecc.edu
 MAIL TO ECC WORKFORCE DEVELOPMENT 4041 SOUTHWESTERN BLVD. ORCHARD PARK, NY 14127 • ONE CHECK PER COURSE. PER PERSON,
 PLEASE. You are enrolled as soon as we receive your registration form and fee. You will not receive confirmation that a course is running, but will be called if a course
 is cancelled due to low enrollment. ECC makes a decision to offer each course based upon community interest determined by advanced registration. We reserve the
 right to cancel a course if there is insufficient enrollment. To avoid disappointment, register early and register with a friend, relative or spouse.

Name: _____
 Address: _____
 City: _____
 Phone: _____ Business Phone: _____
 E-mail: _____ Check#: _____
 Master Card Discover Visa
 Charges# _____ Exp. Date _____

Course No.	Course Name	Date	Campus	Fee

