

ERIE COMMUNITY COLLEGE

WORKFORCE DEVELOPMENT

Courses start
April 2008



CLASSROOM BASED COURSES

NY STATE PERSONAL LINES INSURANCE 40 HOURS



New York State recently amended its Insurance Law in relation to the Producer Licensing Model Act. One of the changes establishes a distinct Personal Lines license option for candidates solely interested in specializing in the sale of Personal Lines Property and Casualty Insurance Policies. Individuals, who choose this license option will not have the authority to sell, solicit or negotiate commercial policies. Erie Community College is pleased to offer an approved 40 hour Pre-Licensing for the Personal Lines License. Participants must pass the written exam in order to receive a certificate of completion. Individuals or entities interested in offering both personal and commercial products will need to be licensed as a Property & Casualty Agent or Broker. Additional class on 4/22/08.

Course Fee: \$315	Course No.: INS-201-0407
Start Date: 04/07/08	End Date: 05/05/08
Day: Mon., & Wed.	Time: 6:00-10:00 p.m.
Campus: North	Room: TBA

NY STATE APPROVED PROPERTY AND CASUALTY

100 HOURS

The successful completion of this course will qualify you to take the Insurance Brokers exam. You will be given a basic survey of the insurance business. Introduction to fire insurance, inland marine and ocean marine, public, liability insurance and the law of negligence, automobile, liability and physical damage, workmen's compensation, accident and health fidelity and surety bonds, multiple peril and package policies, duties and obligations of an agent broker will also be covered. Class also held on some Tuesday evenings.

Course Fee: \$615	Course No.: INS-203-0407
Start Date: 04/07/08	End Date: 06/18/08
Day: Mon. & Wed.	Time: 6:00-10:00 p.m.
Campus: North	Room: TBA

NY STATE APPROVED LIFE ACCIDENT & HEALTH

PRE-LICENSING COURSE-48 HOURS

The successful completion of this 48-hour course will qualify you to take the Life, Accident and Health Insurance Agents exam. It includes, Life Insurance principles, ordinary group insurance, laws of health, accident types of policies, coverage and agents duties.

Course Fee: \$379	Course No.: INS-204-0408
Start Date: 04/08/08	End Date: 06/05/08
Day: Tues. & Thurs.	Time: 6:00-10:00 p.m.
Campus: North	Room: TBA

Online offering Classroom based course

Workforce Development offers the NY State Approved Pre-Licensing Courses for Personal Lines, Property and Casualty and Life, Accident and Health.

Successful completion of the NY State pre-licensing courses will allow you to sit for the corresponding exam. The course price includes the course manual and textbooks required for the classroom training.

Registrations can be made over the phone using Visa, MasterCard or Discover. Call the Department of Workforce Development at 851-1800 for registration and payment options.

Workforce Development also offers the following online continuing education courses for insurance professionals:

- ◆ New York 15 Hour PC Insurance CE Package
- ◆ New York 15 Hour LH Insurance CE Package
- ◆ New York 30 Hour LH & PC Insurance CE Package
- ◆ Commercial General Liability Insurance
- ◆ Anti-Money Laundering for Insurance Professionals
- ◆ Creating Value Through Financial Management
- ◆ Agency Operations
- ◆ Introduction to Property and Casualty and the Insurance Contract
- ◆ Annuities
- ◆ Medicare
- ◆ Estate Planning Advanced
- ◆ Employment Law
- ◆ Ethics for Insurance Professionals Advance
- ◆ Life, Health, Disability and Long Term Care
- ◆ Property Insurance
- ◆ Principles of Insurance



Visit our continuing education website at <http://eccworkforce.360training.com>