



Fall 2010

Semester and Online Courses

Visit www.ieatraining.com or call 1-800-655-4432 for complete location, time, instructor, and fee information on all of IEA's programs

IEA - your source for superior career enhancing courses, taught by expert instructors in the field.

Don't Delay. Enroll NOW!

Online Instructor Led Courses

Online courses start the week of September 13, 2010.

Courses are instructor led and have a specific start and end date. Weekly assignments and weekly conference calls are required. Online class access information including your user name and password is e-mailed prior to the start of the course. Go to www.ieatraining.com for specific dates and times for the program of your choice.

Workers' Compensation

Code	Title
CA 8	Introduction to Workers' Compensation Claims
CA 10	Workers' Compensation Claims
CA 11	Workers' Compensation Claims Advanced
CA 12	Medical Coordination of Workers' Compensation
CA 14	Return to Work and Disability Management in the WC System
CA 16A	Permanent Disability Rating and AMA Guides- Basic
CA 16B	Permanent Disability Rating and AMA Guides - Advanced
CA 17	Labor Code and Current Case Law
CA 20	Advanced Issues in Workers' Compensation

Integrated Disability Management

CPDM 1	Essentials of Disability and Absence Management
CPDM 2	IDAM Tools and Concepts
CPDM 3	Disability Implementation and Sustainability

Property/Casualty & Risk Management

INS 21	Property and Liability Insurance Principles
INS 22	Personal Insurance
INS 23	Commercial Insurance
INTRO	Introduction to Property & Liability Insurance
ARM 54	Risk Assessment
ARM 55	Risk Control
ARM 56	Risk Financing
ERM 57	Enterprise-Wide Risk Management: Developing & Implementing
AU 65	Commercial Underwriting Principles and Property
CPCU 510	Foundations of Risk Management, Insurance, and Professionalism
CPDU 560	Financial Services Institutions

Classroom Programs

Orange County

Code	Title	Start Date
CA 20	Advanced Issues in Workers' Compensation	9/02
CA 16A	Permanent Disability Rating & AMA Guide	9/02
ARM 55	Risk Control	9/08
CPCU 540	Finance for Risk Management and Insurance	8/31
INS 22	Personal Insurance	9/08

Redwood City

Code	Title	Start Date
ERM 57	Enterprise Wide Risk Management Dev & Impl.	8/24

Riverside/San Bernardino

Code	Title	Start Date
CA 10	Workers' Compensation Claims	9/01
CA 14	Return to Work and Disability Management	9/02
INS 23	Commercial Insurance	9/13

Sacramento

Code	Title	Start Date
CA16A	Permanent Disability Rating and AMA Guides	9/01
CA17	Labor code and Current Case Law	8/31

San Diego

Code	Title	Start Date
CA 20	Advanced Issues in Workers' Compensation	9/13
ARM 55	Risk Control	9/09

San Fernando Valley

Code	Title	Start Date
CA 10	Workers' Compensation Claims	8/31
CA 16B	Permanent Disability Rating and AMA Guides	9/01
CA 17	Labor Code and Current Case Law	8/31
INS 23	Commercial Insurance	8/31
ARM 54	Risk Assessment	9/07

San Gabriel Valley

Code	Title	Start Date
CPCU 552	Commercial Liability, Risk Management & Insurance	8/25

Walnut Creek

Code	Title	Start Date
CA 16A	Permanent Disability Rating and AMA Guides	8/25

Important Textbook Ordering Information:

CA 10 - WORKERS' COMPENSATION CLAIMS
2010 California Workers' Compensation Handbook, 29th edition by Herlick
Order at www.lexisnexis.com/storepromo and enter CA 10

CA 11 - WORKERS' COMPENSATION CLAIMS ADVANCED
(Required two book set for CA 11 classes)
2010 California Workers' Compensation Handbook, 29th ed. by Herlick
2010 Workers' Compensation Laws of California, by Matthew Bender
Order at www.lexisnexis.com/storepromo and enter CA11

CA 17 - LABOR CODE AND CURRENT CASE LAW
2010 Workers' Compensation Laws of California by Matthew Bender
Order at www.lexisnexis.com/storepromo and enter CA 17

CA 12 - MEDICAL COORDINATION OF WORKERS' COMPENSATION CLAIMS
Quick & Easy Medical Terminology, 5th edition by Peggy C. Leonard
Order at www.elsevierhealth.com or 1-800-545-2522

CA 16A - PERMANENT DISABILITY RATING AND AMA GUIDE - BASIC
Guides to the Evaluation of Permanent Impairment 5th edition
Order at www.amazon.com or from www.ama-assn.org
ISBN 1-57947-085-8

CA 16B - PERMANENT DISABILITY RATING AND AMA GUIDE - ADVANCED
Guides to the Evaluation of Permanent Impairment 5th edition
Order at www.amazon.com or from www.ama-assn.org
ISBN 1-57947-085-8

INTRO, INS, ARM, AIC, CPCU courses.
Order at www.aicpcu.org or 1-800-644-2101

CPDM 1 - ESSENTIALS OF DISABILITY AND ABSENCE MANAGEMENT
Tools of the Trade - a valuable reference book for CPDM 1 as well as other courses.

CPDM 2 - IDAM TOOLS AND CONCEPTS
Terms of the Trade

CPDM 3 - DISABILITY IMPLEMENTATION AND SUSTAINABILITY
Return to Work cd - an optional tool for CPDM 3.
Relevant chapters will be published to the course site, however, the CD contains additional materials that are valuable to a disability manager

Visit www.dnec.org to place all orders for CPDM courses.

Online Self Study Courses

Online self study classes provide you with a fast track to success. Sign up for a course on demand.

You no longer have to wait for a semester start date. Start the course when it's convenient for you. You have 90 days to complete it.

A special feature of our online self study courses is access to a special "Ask the Expert" through e-mail. IEA's experts are instructors who teach classroom and online instructor led courses. They are available to answer any questions you might have on content.

Workers' Compensation

Title and Code
Introduction to Workers' Compensation Claims
Workers' Compensation Claims (CA 10)
Workers' Compensation Claims Advanced (CA 11)
Medical Coordination of Workers' Compensation (CA 12)
Return to Work and Disability Management in the WC System (CA 14)
Permanent Disability Rating and AMA Guides- Basic (CA 16A)
Permanent Disability and AMA Guides Advanced (CA16B)
Labor Code and Current Case Law (CA 17)
Advanced Issues in Workers' Compensation (CA 20)

Integrated Disability Management

Essentials of Disability Management (CPDM 1)

Property/Casualty & Risk Management

Homeowners Insurance (OLSS005)
Orientation to Property/Casualty (OLSS002)
Personal Auto Online Self-Study (OLSS001)

Agent and Broker Prelicensing

Online California 52 Hour Fire/Casualty and Code and Ethics
Online California 52 Hour Life/Disability and Code and Ethics
Online California 32 Hour Personal Lines Prelicensing and Code and Ethics
Online California 20 Hour Commercial Lines Prelicensing
Online California 12 Hour Code and Ethics
California Fire & Casualty Prelicensing Online Practice Tests
California Commercial Lines Prelicensing Online Practice Tests
California Personal Lines Prelicensing Online Practice Tests
California Fire & Casualty Prelicensing Textbook
Arizona Producer Property & Casualty Prelicensing
Texas Producer Property & Casualty Prelicensing
Texas All Lines Adjuster Prelicensing

Seminars

Visit www.ieatraining.com or call 1-800-655-4432 for complete location, time, instructor, and fee information on all of IEA's programs

Prelicensing

Concord

Code	Title	Date
CO102	Additional Insured Endorsements & Certificates of Ins.	10/28
MS089	Ethics for the Insurance Professional	12/09

Costa Mesa

Code	Title	Date
MS089	Ethics for the Insurance Professional	TBA
CO148	E&O Claims: What You Can Do to Reduce Them	9/16
RM028	Introduction to Risk Management	10/27-10/28
WC006	Introduction to Workers' Compensation Claims	11/4

Pasadena

Code	Title	Date
WC006	Introduction to Workers' Compensation Claims	9/30-10/1
MS089	Ethics for the Insurance Professional	10/20
RM028	Introduction to Risk Management	12/1-12/2
CO087	Directors & Officers Liability	8/20

San Diego

Code	Title	Date
CO148	E & O Claims: What You Can Do to Reduce Them	10/07

San Francisco

Code	Title	Date
MS089	Ethics for the Insurance Professional	10/04
CO148	E & O Claims: What You Can Do to Reduce Them	11/18
WC006	Introduction to Workers' Compensation Claims	12/9-12/10

Sherman Oaks

Code	Title	Date
MS089	Ethics for the Insurance Professional	9/22
CO148	E & O Claims: What You Can Do to Reduce Them	11/10

IEA Programs



Classroom Online Self-Study

Register today!

San Francisco Prelicensing

Title	Dates
Fire & Casualty Exam Review	September 13,14, 15, 20, 21, 22
Fire & Casualty Exam Review	September 24
Fire & Casualty Exam Review	November 10, 11, 12,15,16,17
Fire & Casualty Exam Review	November 19

Online Prelicensing and Study Aids

Online California 52 Hour Fire/Casualty and Code and Ethics
Online California 52 Hour Life/Disability and Code and Ethics
Online California 32 Hour Personal Lines Prelicensing and Code and Ethics
Online California 20 Hour Commercial Lines Prelicensing
Online California 12 Hour Code and Ethics
California Fire & Casualty Prelicensing Online Practice Tests
California Commercial Lines Prelicensing Online Practice Tests
California Personal Lines Prelicensing Online Practice Tests
California Fire & Casualty Prelicensing Textbook
Arizona Producer Property & Casualty Prelicensing
Texas Producer Property & Casualty Prelicensing
Texas All Lines Adjuster Prelicensing

Online prelicensing courses and reviews are on demand. You may begin these programs at a time that best suits YOUR schedule. Access to the course is for 90 days. To start your course, register with IEA at www.ieatraining.com and you will receive your login, password and instructions to begin the course.

How to Register for IEA Programs

Online

Complete the registration form with your credit card.
www.ieatraining.com

Fax

(714) 689-0112
With VISA, Mastercard, Discover or American Express payment
Fax open 24 hours a day,
7 days a week
A confirmation will be mailed once registration is processed

Telephone

714-689-0090 or 800-655-4432
Monday-Friday 8:00am to 4:30pm
pacific time
Payment by VISA, Mastercard,
Discover or American Express

Mail

NOTE OUR NEW ADDRESS
Complete the registration form and mail with credit card information or check payable to:
IEA
725 Town and Country Rd., Suite 430
Orange, CA 92868



Insurance Educational Association Your fast track to success! Insurance Risk Management Disability Management

Fall 2010

Insurance Educational Association
725 Town and Country Rd., Suite 430
Orange, CA 92868
Phone: (800) 655-4432
714-689-0090
Fax: 714-689-0112
Website: www.ieatraining.com

Non-Profit Org.
U.S. Postage
PAID
Newport Beach, CA
Permit No. 432

Fall 2010 Registration Form

Insurance Educational Association, 725 Town and Country Rd., Suite 430, Orange, CA 92868
Tel. (800) 655-4432 or (714) 689-0090 FAX (714) 689-0112 Website: www.ieatraining.com

REGISTRATION INFORMATION:

Complete form in full – type or print clearly – photocopies accepted

Registration form and fees **MUST** be received no later than 7 days prior to program start date. You will receive a confirmation/receipt of your registration when tuition fees are paid in full. IEA is not responsible for non-receipt of confirmation postcard.

Checks returned for any reason require an additional processing fee of \$25. Please retain a copy of your completed registration form for your files.

Social Security Number (Required for prelicensing only) _____

Broker-Agent License No. (Required for agent/broker/CE Credit) _____

First Name _____ M.I. _____ Last Name _____

Home Address (Include apt./unit no.) _____

City/State/Zip _____ Home Telephone _____

Employer _____

Address (Include suite no.) _____

City/State/Zip _____ Daytime Telephone _____ Ext. _____

E-mail Address _____ Fax No. _____

I am employed by: _____ 1-Insurance Company _____ 2-Self-Insured Co. _____ 3-Reinsurance Co.
 _____ 4-Agency/Brokerage _____ 5-Adjusting _____ 6-Service Bureau _____ 7-Rehabilitation Co. _____ 8-Law Firm _____ 9-Other

To Persons with Disabilities: I would like to request reasonable accommodations. _____

Student Signature Required _____ **Date** _____

I have read and accept all enrollment and withdrawal policies as stated on this page.

Semester Course, Prelicensing and Seminar Registration

Please register me in:

Code _____ City _____ Start Date _____ Fee \$ _____

Code _____ City _____ Start Date _____ Fee \$ _____

Code _____ City _____ Start Date _____ Fee \$ _____

Code _____ City _____ Start Date _____ Fee \$ _____

Fees paid by: Company Student **Make checks payable to IEA.**

We accept: Visa Mastercard American Express Discover

Card No. _____ Exp. (Mo/Yr) _____

Signature of cardholder _____

NON-DISCRIMINATORY POLICY: The Insurance Educational Association admits students of any sex, race, color and national or ethnic origin to all rights, privileges and activities, generally accorded or made available to its students. The Insurance Educational Association Board of Directors disapproves of the use of any of IEA's educational programs or activities for purposes that could be construed as violating any Federal or State Anti-Trust Laws.

SEMESTER COURSE / ONLINE WITHDRAWAL POLICY: Notification of withdrawal **MUST BE IN WRITING**. Include name, class and location. Mail, FAX or e-mail (info@ieatraining.com) to IEA. Amount of refund (if any) will be based on the postmark of the envelope or submittal date. No exception to refund policy will be made for postponed classes. All fees include a NON-REFUND-ABLE administration charge of \$30.00. If IEA cancels the class, fee will be refunded in full. Allow 6 weeks for refund. Administration fee will be deducted and refunds will be calculated as follows: **Before 1st class - 100% — Before 2nd class - 80% — After 2nd class - NO REFUND.** There is a \$25 transfer fee for transfers from one program or location to another, including student substitutions. Please note if there is a difference in course fees, the difference must be included with the transfer fee when making payment.

SEMINAR/PRELICENSING WITHDRAWAL POLICY: Notification of withdrawal **MUST BE IN WRITING**. Include name, class and location. Mail, FAX or e-mail (info@ieatraining.com) to IEA no later than 5 WORKING DAYS prior to program date. A \$30.00 administration charge will be deducted from all workshop refunds. If you do not attend a workshop and fail to cancel your reservation, no refund will be approved. No exception to policy will be made. Allow 6 weeks for refund. There is a \$25 transfer fee for transfers from one program or location to another including student substitutions. Please note if there is a difference in course fees, the difference must be included with the transfer fee when making payment.

ional goals.

IEA actively seeks ways to support corporate learning departments and adult education. Find out how Enterprise delivery options from IEA can enhance your organization's educa-

Online courses are self paced allowing students to get up to speed quicker

Reduce training time -

Invoices can be sent directly to branch locations or to a centralized office

Monthly billing -

Pricing options are available on a per student or bulk basis

Reduced student tuition -

Up to the minute student progress is monitored by IEA on a secure "Dashboard"

Track student progress -

Allows management oversight to control costs

Password protected registration -

Limited information required for ease of use

Expedited online registration -

Some of the advantages to consider are:

System (LMS) or through IEA's state of the art LMS platform.

ployees directly through your internal Learning Management

tions on an Enterprise contract basis. Allow access to your em-

IEA is now offering our online self study courses to organiza-

to verify learning.

interactive learning modules and summary quizzes and exams

delivery options. All of the courses have been designed with

time, anywhere at a significant cost savings compared to other

students have the opportunity to start and finish a course any-

tives as the traditional IEA instructor led classroom classes. Now

IEA's online self study courses follow the same learning objec-

Partner with IEA for your Corporate and On-Site Training Needs

Online Self-Study - Fast track to success!

The Insurance Educational Association now offers its Prelicensing programs, Workers' Compensation Claims Administration Certificate (WCCA) program and Workers' Compensation Claims Professional (WCCP), as well as CPDM 1 - Essentials of Disability Management programs in an online self-study format.

Boasting the ultimate in convenience, flexibility, and adaptability to the student's learning speed, online self-study is gaining popularity among students and employers alike. Take the course in the comfort of your home or office, or even when you're on the road! IEA's new online self-study courses save you time and money - no more travel time to and from classroom sites and save money on the high price of gas too. And, no more having to wait for the start of a semester. These courses are available to take any time you want!

Written by expert instructors who are practicing in their specialized fields, these courses will provide you the same content you receive in the classroom. The interactive exercises help you retain key points, and module questions test your understanding of the concepts you've learned. And, in most courses you have access to "Ask the Expert" - a special feature of all of our online self-study courses. "Ask the Expert" provides you access to an expert instructor through e-mail to ask questions or clarify topics covered in the various modules of the course. Each course is only \$299. For more information on the following courses contact IEA at 1-800-655-4432 or visit our website at www.ieatraining.com.

Enroll in the following courses now!

- CA 10 - Workers' Compensation Claims
- CA 11 - Workers' Compensation Claims Advanced
- CA 12 - Medical Coordination of Workers' Compensation Claims
- CA 14 - Return to Work and Disability Management in the Workers' Compensation System
- CA 16A - Permanent Disability Rating and AMA Guide - Basic
- CA 17 - Labor Code and Current Case Law
- CA 20 - Advanced Issues in Workers' Compensation
- CPDM 1 - Essentials of Disability and Absence Management
- Introduction to Workers' Compensation - Special price - only \$99
- Texas All Lines Adjuster Prelicensing

Corporate Sales

IEA's online self study courses can now be licensed and placed on your learning management system. Whether you're a small, medium or large broker or insurance company, IEA can enhance your technical and professional development capabilities. Find out how by contacting John Beach at 800-655-4432 ext. 181.



For all your On-Site Training Needs, contact: John Beach Sales@ieatraining.com (714) 689-0090 ex. 181