



**Kevin Milner**

*Insurance Program Director*

Insurance is the foundation of financial security for your business and family. It offers protection and economic independence against uncertainties of everyday life. By choosing a career in the insurance industry, you will be able to offer your clients a variety of products to help them plan for their future.

In order to offer insurance to the public, you, as an agent, must have the appropriate licensing authority. Whether you are interested in life, health, auto, home, or commercial insurance, or looking for a career as a general, personal, or surplus lines agent, **Gold Coast** has a selection of courses to help you achieve that license.

Already licensed? **Gold Coast** offers a series of CE courses that meet Florida DFS standards. We can assist you in maintaining your CE compliance responsibilities.

\*Classes are offered in conjunction with the Professional Agents, Brokers, and Companies Association (PABC) (FLDFS #753).

**Insurance License Requirements**

- 1 Successfully complete the pre-licensing course for the license that you are looking to achieve.**
  - See pages 19-20 for licensing courses.
- 2 Submit an online application along with electronic fingerprints.**
  - Visit [www.myfloridacfo.com/division/agents](http://www.myfloridacfo.com/division/agents) to apply and view a complete list of license qualifications.
- 3 Pass your state licensing exam.**

**Gold Coast** staff and instructors are here to help you each step of the way and can be reached at 1-800-732-9140.

**The reasons to choose Gold Coast Schools**

- 1 You receive education from the best instructors in the insurance industry.**
  - **Gold Coast** instructors are experts in insurance and classroom instruction. You will benefit from this if you have been away from the classroom for a while.
  - We teach and present the material in a way that makes it easy for you to understand and remember.
- 2 Your tuition is valid for 1 year.**
  - **Gold Coast** does not believe in charging retake fees.
  - This policy is designed to show that we stand behind your success from start to finish.
- 3 Your tuition includes the required state study manual.**
  - All Life & Health pre-licensing courses include the most current version of the **Gold Coast** Schools study manual. A copy of state study manual is available for purchase from our bookstore.
  - All Property & Casualty pre-licensing courses include a copy of our exclusive **Gold Coast** Schools study manual and the most current copy of state study manual.
- 4 Your tuition includes the exam cram course (if applicable).**
  - This is a review of the key concepts needed to pass your state exam on the first attempt.
  - Most students complete their course, attend a cram, and then pass the state exam. However, you are welcome to attend multiple cram classes at no additional charge when space is available for up to 1 year.
- 5 We help you find employment upon completion.**
  - We put you in contact with top insurance companies which strive to hire **Gold Coast** graduates.
  - Visit the Career Opportunities section of the **Gold Coast** Website at [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com).
- 6 We offer the best schedule and number of available classes.**
  - Courses are offered in a variety of formats in order to accommodate your busy schedule.
  - With the most start dates, at **Gold Coast**, you never have to wait to retake a portion of the class if you need to make up hours due to illness, or for any other reason.

**Property & Casualty**

**Property & Casualty Blended Courses**

Students are enrolled in a traditional classroom environment with unit reviews and examinations completed online.

Our unique ongoing modular scheduling allows students to mix and match by attending classes in more than one format. By combining classes, students may be able to complete the required curriculum even faster than the times indicated!

Tuition includes the required state study manual, our exclusive course outline, and our famous exam cram. Students may attend classes and the exam cram for up to 1 year at no additional cost.

FLDFS Course Approvals:  
 General Lines Agent 2-20 #100754  
 Personal Lines Agent 20-44 #100795  
 2-20 Agent Conversion #100772  
 Surplus Lines Agent 1-20 #100949

**Save 10%! Ask about our Study Buddy Discount Program.**

**2-20 Conversion Course**

**40-Hour 2-20 Conversion Blended Course • \$429**

This 40-hour conversion course allows 4-40 customer representative, 20-44 personal lines agent, or 0-55 service representative the ability to qualify for a 2-20 license without completing the full 200 hours of pre-licensing education. Students must meet specific state eligibility requirements, pass this 40-hour conversion course, and pass the state exam to obtain their 2-20 license. Tuition includes the required state study manual, our exclusive Q&A study manual, and our famous exam cram.

**Days (1 Week) | Mon-Fri 9:00am-5:00pm**

TAMARAC		ORLANDO	
Jan 27	Jul 27	Mar 2	Jul 13
Mar 23	Oct 5	May 4	Nov 2
May 26*	Dec 7		

\*Tuesday - Saturday

**Property & Casualty Exam Cram**

**Included with our General Lines 2-20 Agents, Personal Lines 20-44, and 2-20 Conversion Courses (\$279 for non-Gold Coast Students)**

This 3-day review is designed to condense the material and hone in on the key concepts needed to pass the state exam. Your tuition allows attendance for up to 1 year at no additional charge. Tuition includes our exclusive Q&A study manual but does NOT include the state study manual, which is sold separately.

**3 Days | Fri-Sun 9:00am-5:00pm**

DORAL	TAMARAC	LANTANA	ORLANDO
Feb 21	Jan 17	Mar 6	Mar 13
Apr 24	Apr 3	Jun 26	May 15
Aug 28	Jul 31	Sept 25	Aug 28
Dec 11	Oct 16	Nov 6	Nov 6

**General Lines Course**

**200-Hour General Lines Agent 2-20 Blended Course • \$1,199**

This license is used for the purpose of transacting business related to home, auto, business, workers compensation, bonds, and more. This is one of the most valuable insurance licenses to have.

**Days (3 Weeks) | Mon-Fri 9:00am-6:00pm**

DORAL		TAMARAC		LANTANA		ORLANDO	
Jan 13	Jul 13	Jan 6	Jul 6	Feb 3	Aug 3	Feb 10	Jul 27
Mar 16	Sept 21	Mar 2	Sept 14	Apr 6	Oct 5	Apr 6	Oct 5
Apr 27	Nov 2	May 4	Nov 9*	Jun 1	Nov 30	Jun 8	Nov 30

\*Skip Thanksgiving week

**Weekends (approx. 9-11 weeks)  
Sat & Sun 9:00am-5:00pm**

**Evenings (approx. 12-14 weeks)  
Mon/Wed/Thur 6:30pm-10:30pm**

DORAL			TAMARAC		
Jan 4	May 2	Sept 12	Jan 6	May 4	Aug 31
Feb 1	Jun 6	Oct 10	Feb 3	Jun 1	Oct 5
Feb 29	Jul 11	Nov 7	Mar 2	Jun 29	Nov 2
Mar 28	Aug 8	Dec 5	Apr 6	Aug 3	Nov 30

**Personal Lines Course**

**60-Hour Personal Lines Agent 20-44 Blended Course • \$429**

This license is used for the purpose of transacting business related to personal auto, homeowners, and dwelling insurance (non-commercial). *Contact us for weekend and evening options.*

**Days (1 Week) | Mon-Fri 9:00am-6:00pm**

DORAL		TAMARAC		LANTANA		ORLANDO	
Jan 13	Jul 13	Jan 6	Jul 6	Feb 3	Aug 3	Feb 10	Jul 27
Mar 16	Sept 21	Mar 2	Sept 14	Apr 6	Oct 5	Apr 6	Oct 5
Apr 27	Nov 2	May 4	Nov 9	Jun 1	Nov 30	Jun 8	Nov 30

**Surplus Lines Course**

**60-Hour Surplus Lines Agents 1-20 Blended Course • \$899**

Gold Coast offers this course in a 4-day format enabling you to complete the surplus lines license requirement quickly. P&C agents typically add this license to their credentials so that they can place coverages for their customers who may need a policy that is not offered by authorized insurers. Widen your marketing and income in the non-admitted field of insurance.

**Markets include:** • Aircraft insurance • Marine • Cargo insurance  
 • Commercial contracting • Fireworks displays and sales and many more!

**Days (1 Week) | Mon-Thurs 9:00am-6:00pm**

TAMARAC			ORLANDO		
Feb 3	Jun 1	Oct 12	Mar 16	Jul 20	Nov 9



## Life & Health Insurance Course

### 60-Hour Life, Health, and Variable Contracts, 2-15 Agents Qualification Blended Course (#96062) Basic \$249 | Full-Service \$299 (Includes cram course)

This course will provide you with the necessary knowledge to pass the Florida Department of Financial Services Pre-Licensing Exam for the Life, Health and Variable Contracts (2-15 Agent).

The blended course format includes intense, knowledge filled classroom sessions and a mandatory online self-study module. The online portion will include a video-based learning segment on Florida Laws and Rules, a series of practice exams, and an end-of-course timed online cumulative exam.

This course is available in 2 formats. The basic format includes our exclusive **Gold Coast** study manual and unlimited attendance in the course for up to 1 year. The full-service format includes everything from our basic course, with the additional of our famous 1-day exam cram. A copy of the most current state study manual is available for purchase from our bookstore.

**Gold Coast** offers online pre-licensing insurance training. Please contact our helpful Career Counselors for more information.

**2-15 Agent: Life, Health, and Variable Contracts** #93449

**2-14 Agent: Life & Variable Contracts Only** #96393

**2-40 Agent: Health Insurance Only** #96397

Days (1 Week)   Mon-Thurs 9:00am-6:00pm   plus online module							
DORAL	NORTH MIAMI	TAMARAC		BOCA RATON	LANTANA	ORLANDO	
Jan 20	Feb 10	Jan 13	Jul 13	Jan 6	Feb 17	Jan 13	Aug 17
Mar 9	Apr 20	Feb 3	Aug 17	Mar 9	Apr 13	Mar 9	Sept 8*
May 18	Jun 15	Mar 2	Sept 14	May 4	Jun 8	May 18	Oct 26
Jul 20	Aug 10	Apr 6	Oct 5	Jul 6	Aug 3	Jun 8	Nov 16
Sept 21	Oct 19	May 11	Nov 9	Sept 8*	Oct 12	Jul 6	
Nov 2	Dec 14	Jun 1	Nov 30	Nov 16	Dec 7		

\*Tuesday - Friday

2 Consecutive Weekends   Sat & Sun 9:00am-6:00pm   plus online module							
DORAL		TAMARAC		BOCA RATON	LANTANA	ORLANDO	
Jan 11	Jul 11	Jan 25	Jul 11	Feb 8	Jan 18	Feb 15	Sept 12
Feb 8	Aug 22	Feb 22	Aug 15	Apr 18	Mar 7	Apr 18	Oct 3
Mar 7	Sept 26	Mar 21	Sept 26	May 30	Apr 25	Jun 13	Nov 7
Apr 25	Oct 24	Apr 4*	Oct 17	Aug 1	Jul 25	July 11	
May 30	Nov 14	May 16	Nov 14	Oct 3	Sept 12		
Jun 20	Dec 12	Jun 13	Dec 12	Dec 5	Nov 7		

\*Skip Easter Weekend



Available Online! Visit [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

## Seguro de Vida & Salud

### Curso Mixto de 60-Horas Licencia de Agente de Salud, Vida, y Contratos Variables 2-15 (#100219) • \$249

Este curso le aportará los conocimientos necesarios para pasar el examen de pre-licencia de Salud, Vida y Añualidades en la Florida (2-15 Agent). Incluye temas de seguros de vida, de salud, anualidades, herramientas de planeación financiera, productos de servicios sociales, incapacidades, y mucho más. Su matrícula es válida por un año e incluye el manual del estado en Español.

#### 1 Semana Lun-Dom | 9:00am-6:00pm

DORAL		TAMARAC	
Feb 10	Ago 17	Ene 20	Jul 20
Mar 30	Oct 5	Mar 9	Sept 21
Jun 8	Nov 30	May 11	Nov 16

## Life & Health Exam Cram Course

### Included with our Life & Health, Full-Service course (\$179 for non-Gold Coast Students)

The **Exam Cram** is a review course designed to help you pass the state exam the first time! It's also available to students from other schools. Tuition is valid for up to 1 year and includes **Gold Coast's** exclusive Q&A study manual.

#### 1 Day | 8:30am-6:00pm

DORAL	NORTH MIAMI	TAMARAC		BOCA RATON	LANTANA	ORLANDO	
Feb 1	Jan 9	Jan 24	Jul 31	Jan 15	Feb 25	Jan 24	Jul 23
Apr 9	Mar 4	Feb 14	Aug 28	Mar 30	Jun 17	Mar 3	Oct 1
Jun 5	May 5	Mar 20	Oct 2	May 13	Aug 19	Apr 16	Oct 30
Aug 5	Jul 2	Apr 24	Oct 30	Jul 17	Oct 6	May 9	Nov 23
Oct 17	Sept 12	May 29	Nov 20	Sept 22		Jun 30	
Dec 12	Nov 23	Jun 26	Dec 18	Nov 6			

## Insurance Continuing Education

**Gold Coast** is South Florida's school of choice for insurance agent, adjuster, and customer representative continuing education (CE).

All agents and adjusters must complete 24 hours of approved CE by the end of their birth month, every 2 years. Individuals who have been licensed in Florida for 6 years or more, qualify for a reduction from 24 hours to 20 hours. Customer representatives are required to complete a total of 10 hours of approved CE by the end of their birth month, every 2 years.

Agents, adjusters, and customer representatives are required to complete a 5-hour Law & Ethics Update course as approved by DFS and specific to the license they hold. A licensee who holds multiple insurance licenses must

complete an update course that is specific to at least one of the licenses held. Except as otherwise specified by DFS, remaining required CE hours are elective and may consist of any course approved by the DFS under F.S. 626.2815.

It is the licensee's responsibility to enroll in the correct subjects and hours to comply with the Florida requirements. DFS rules prohibit receiving CE credit for the exact same course taken a second time within 24 months of the first attendance. To confirm your individual CE requirements, please visit [myfloridaco.com](http://myfloridaco.com) or contact DFS at (850) 413-3137. These courses have been approved by the DFS for insurance CE credit.

Insurance Continuing Education

Agent and Adjuster Course Tuition

Individual Courses	3-Hour	\$59
	4-Hour	
	5-Hour	
Course Packages	8-Hour Package	\$99
	20-Hour Package	\$199
	24-Hour Package	\$229

All continuing education courses have been approved as both a classroom and webinar. Webinar dates and times, when available, will be posted on our website at [www.GoldCoastSchools.com](http://www.GoldCoastSchools.com)

Agent Continuing Education

Continuing Education Schedule January - June

DORAL	NORTH MIAMI	TAMARAC	BOCA RATON	LANTANA	ORLANDO
Jan 3: Z105/AL20a Jan 18: W20/W30 Jan 28: W60/W70	Jan 21: V60/PC20a	Jan 11: W40/W50 Jan 16: V40/L20a Jan 30: V70/V80	Jan 14: W80/W90	Jan 24: V50/H20a	Jan 17: V40/L20a Jan 25: V90/W10
Feb 7: V60/PC20a Feb 19: PA07/PA08	Feb 15: V90/W10 Feb 27: PA06/PA20a	Feb 6: PA09/PA10 Feb 21: V50/H20a Feb 29: X10/X20	Feb 3: V40/L20a	Feb 12: Z105/AL20a	Feb 7: V60/PC20a
Mar 19: V50/H20a Mar 28: V70/V80	Mar 10: V40/L20a	Mar 6: W20/W30 Mar 17: V90/W10 Mar 24: V60/PC20a	Mar 5: W40/W50 Mar 27: X10/X20	Mar 14: V70/V80	Mar 5: W60/W70 Mar 23: V50/H20a
Apr 15: V40/L20a Apr 28: X10/X20	Apr 24: PA09/PA10	Apr 4: W40/W50 Apr 10: PA06/PA20a Apr 21: W60/W70 Apr 22: PA07/PA08	Apr 7: V50/H20a	Apr 30: V60/PC20a	Apr 2: W80/W90 Apr 21: V40/L20a
May 12: V90/W10 May 27: V60/PC20a	May 11: W40/W50	May 2: V70/V80 May 7: Z105/AL20a May 19: W80/W90 May 29: V50/H20a	May 9: W20/W30	May 21: V40/L20a	May 14: V60/PC20a May 29: W20/W30
Jun 9: PA09/PA10 Jun 25: W80/W90	Jun 13: V50/H20a	Jun 4: V60/PC20a Jun 15: X10/X20 Jun 22: V40/L20a	Jun 12: Z105/AL20a	Jun 1: V90/W10 Jun 27: PA06/PA20a	Jun 12: V50/H20a Jun 29: PA09/PA10

Step 1. Complete the 5-hour Law & Ethics Update course in your license category.

CODE	COURSE NAME	HRS	ID#	TIME
L20a*	Life Agents (2-14) 5-Hr Law & Ethics	5	110487	1pm-6pm
H20a*	Health Agents (2-40) 5-Hr Law & Ethics	5	110485	1pm-6pm
PC20a*	P&C Agents (2-20) 5-Hr Law & Ethics	5	110489	1pm-6pm
AL20a	All Lines Adjuster (6-20) 5-Hr Law & Ethics	5	110484	1pm-6pm
PA20a	Public Adjuster (3-20) 5-Hr Law & Ethics	5	110488	1pm-6pm

\* Meets 4-40 licensee requirements.  
\* Meets 2-15 agent requirements.

Step 2. Complete 15 or 19 hours of elective courses depending on how long you have been licensed.

CODE	COURSE NAME	HRS	ID#	TIME
V40	Simplifying Fixed Annuities	3	110513	9am-12pm
V50	Health Insurance Concepts of Today	3	110566	9am-12pm
V60	Dissection of the Business Owners Policy	3	110503	9am-12pm
V70	I am Licensed ... Now What?	4	110505	9am-1pm
V80	Opening Your Own Insurance Agency	4	110551	2pm-6pm
V90	Medicare Parts A thru D	4	110509	9am-1pm
W10	The World of Social Security	4	110514	2pm-6pm
W20	Introduction to Life & Health Insurance	4	110507	9am-1pm
W30	Business Succession Planning	4	110496	2pm-6pm
W40	Wills and Trusts	4	110515	9am-1pm
W50	Disability Income: Individual vs. Group	4	110499	2pm-6pm
W60	Florida Auto: Personal & Commercial	4	110504	9am-1pm
W70	Navigating the Homeowners Policy	4	110510	2pm-6pm
W80	Workers' Compensation & Employers' Liability	4	110516	9am-1pm
W90	Insurance Alternatives, Taxes and Proceeds	4	110538	2pm-6pm
X10	Can I Be Sued For That?	4	110497	9am-1pm
X20	Emerging Risks	4	110512	2pm-6pm
Z105	Assignment of Benefits	3	110537	9am-12pm

Adjuster Continuing Education

Insurance Adjuster Continuing Education Schedule January - June

DORAL	NORTH MIAMI	TAMARAC	BOCA RATON	LANTANA	ORLANDO
Jan 3: Z105/AL20a	Feb 27: PA06/PA20a	Feb 6: PA09/PA10	Jun 12: Z105/AL20a	Feb 12: Z105/AL20a	Jun 29: PA09/PA10
Feb 19: PA07/PA08	Apr 24: PA09/PA10	Apr 10: PA06/PA20a		Jun 27: PA06/PA20a	
Jun 9: PA09/PA10		Apr 22: PA07/PA08			
		May 7: Z105/AL20a			

All Line Adjusters (6-20) Agents are eligible to complete both Public Adjuster and/or Agent Continuing Education courses. All Line Adjusters must also complete their own '5-Hour Law & Ethics' course in addition to their remaining elective courses.

Public Adjusters (3-20) can only satisfy elective credits by taking CE courses specifically approved for Public Adjusters. Public Adjusters must complete their own '5-Hour Law & Ethics' course in addition to their remaining elective courses.

Public Adjuster CE Courses

CODE	COURSE NAME	HRS	ID#	TIME
PA20a	Public Adjuster (3-20): 5-Hr Law & Ethics	5	110488	1pm-6pm
PA06	Insuring Flood Exposures	3	110506	9am-12pm
PA07	Settling Property Claims	4	110586	9am-1pm
PA08	Mold: Effects, Growth, Controls, and Coverages	4	110636	2pm-6pm
PA09	Ordinance or Law	4	110665	9am-1pm
PA10	Good Faith / Bad Faith - Claims Handling	4	110684	2pm-6pm