



**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 11-12 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 basic and full service pre-licensing courses include the most current version of the state study manual at time of registration.
- 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).
  - Attend a free Career Fair where you can meet with professionals from many different companies. This gives you the opportunity to compare them and decide which one is perfect for you.
- 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

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		BROWARD		LANTANA	
Jan 7	Jul 8	Jan 14	Jul 15	Feb 18	Aug 5
Mar 4	Sept 9	Mar 11	Sept 16	Apr 8	Oct 14
May 6	Oct 28	May 13	Nov 4	Jun 3	

Weekends (approx. 9-11 weeks) Sat & Sun 9:00am-5:00pm				Evenings (approx. 12-14 weeks) Mon/Wed/Thur 6:30pm-10:30pm			
DORAL				BROWARD			
Jan 5	Apr 6	Jul 6	Oct 5	Jan 7	Apr 8	Jul 8	Oct 7
Feb 2	May 4	Aug 3	Nov 2	Feb 4	May 6	Aug 5	Nov 4
Mar 2	Jun 1	Sept 7	Dec 7	Mar 4	Jun 3	Sept 9	Dec 2

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		BROWARD		LANTANA	
Feb 1	Aug 2	Jan 11	Jul 12	Dec 13	Mar 22
May 17	Dec 20	Apr 12	Oct 18		May 31

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-6:00pm

DORAL		BROWARD		LANTANA	
Jan 28	Jul 29	Feb 4	Aug 5	Mar 11	Aug 26
Mar 25	Sept 30	Apr 1	Oct 7	Apr 29	Nov 4
May 28*	Nov 18	Jun 3	Dec 2	Jun 24	

\* Class meets Tuesday - Friday

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		BROWARD		LANTANA	
Jan 7	Jul 8	Jan 14	Jul 15	Feb 18	Aug 5
Mar 4	Sept 9	Mar 11	Sept 16	Apr 8	Oct 14
May 6	Oct 28	May 13	Nov 4	Jun 3	

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 in their state. 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

BROWARD					
Feb 11	Apr 8	Jun 10	Aug 12	Oct 14	Dec 9

Expand your career with an insurance designation. Learn the fundamentals necessary to pass these national exams.

More information on these courses can be found on page 12.



## 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 the required state study manual, our informative outline 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.

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



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

### 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 Anualidades en la Florida (2-15 Agent). El curso de 7 días incluye temas de seguros de vida, anualidades, herramientas de planeación financiera, seguros de salud, incapacidades, productos de servicios sociales 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			BROWARD		
Ene 14	May 6	Sept 16	Feb 11	Jun 3	Oct 14
Mar 4	Jul 15	Nov 11	Abr 1	Ago 12	Dic 9

Days (1 Week)					
Mon-Thurs 9:00am-6:00pm   plus online module					
DORAL	NORTH DADE	BROWARD		BOCA RATON	LANTANA
Jan 28	Jan 14	Jan 7	Jul 22	Jan 14	Feb 18
Mar 11	Mar 18	Feb 11	Aug 19	Mar 25	Apr 1
Apr 29	May 13	Mar 4	Sept 16	May 13	Jun 10
Jun 24	Jul 8	Apr 15	Oct 21	Jul 15	Aug 12
Aug 26	Sept 23	May 6	Nov 11	Sept 9	Oct 14
Oct 28	Nov 18	Jun 17	Dec 9	Nov 18	Dec 2

2 Consecutive Weekends					
Sat & Sun 9:00am-6:00pm   plus online module					
DORAL		BROWARD		BOCA RATON	LANTANA
Jan 5	Jul 6	Jan 12	Jul 20	Feb 23	Jan 26
Feb 2	Aug 17	Feb 9	Aug 10	Apr 6	Mar 9
Mar 16	Sept 14	Mar 9	Sept 21	Jun 29	May 4
Apr 6	Oct 19	Apr 27	Oct 12	Aug 3	Jul 6
May 4	Nov 16	May 18	Nov 16	Oct 5	Sept 14
Jun 1	Dec 7	Jun 8	Dec 7	Dec 14	Nov 2

## Life & Health Exam Cram Course

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

The Exam Cram, included in our full-service program, 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 DADE	BROWARD		BOCA RATON	LANTANA
Feb 16	Feb 7	Jan 25	Jul 12	Mar 14	Jan 17
Apr 27	May 21	Feb 22	Aug 23	May 30	Apr 9
Jun 15	Sept 10	Mar 22	Sept 20	Aug 17	Jul 25
Aug 31	Nov 5	Apr 19	Oct 25	Nov 15	Oct 29
Oct 5		May 10	Nov 22		
Dec 21		Jun 21	Dec 17		

## Advanced Insurance Academy

### Associate in General Insurance (AINS®) • \$549

Now that you are a licensed insurance professional it is time to look at what you can do to accelerate both your career and education. Gold Coast Schools' Advanced Insurance Academy offers classes on some of the industries' most sought after designations and certifications. All classes are instructed by industry professionals with years of experience in both the field and in education.

This course provides you with a comprehensive knowledge of insurance principles, practices, policies, and coverage. The program, recommended for property-casualty insurance professionals, managers or supervisors, customer service representatives, underwriters, call center staff, and administrative and support staff, is divided into 4 (four) parts.

Each, designated as AINS 21, AINS 22, AINS 23 are instructor-led classroom courses with an online Ethics (part 4) requirement. An examination on each of the parts is required. Exam fees are not included in the tuition of this course.

A property and casualty insurance license is not required for this course.

**Save \$148 when you purchase our package of AINS 21, 22, and 23 for \$1499!**

BOCA RATON		
2½ Days   Fri & Sat 9:00am-6:00pm Sun 9:00am-1:00pm		
Jan 25	AINS 21	Property & Liability Insurance Principles
Feb 15	AINS 23	Commercial Insurance
May 3	AINS 21	Property & Liability Insurance Principles
Jun 7	AINS 22	Personal Insurance