

## **Dearborn, a Kaplan Professional Company, Acquires George Leonard Training Programs, Leading Texas Provider of Real Estate, Securities and Insurance Training**

**Chicago, IL (December 9, 1999)** Dearborn, a Kaplan Professional company, has acquired George Leonard Training Programs, Inc., the leading Texas provider of licensing and continuing education for securities, insurance and real estate professionals. With locations throughout Texas, Leonard offers classroom instruction, books and correspondence courses, and helps more than 40,000 students per year achieve their career goals.

Leonard's insurance program, which includes courses in claims adjusting, life & health and property & casualty, provides the training required by the Texas Department of Insurance. The securities program is divided into licensing and firm element categories required by the National Association of Securities Dealers (NASD). The George Leonard School of Real Estate provides a program in which individuals can take the 180 hours of course time required by the Texas Real Estate Commission to apply for a sales license. The real estate division also offers continuing education.

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"Dearborn and Leonard share a commitment to providing the highest quality programs to help individuals achieve their career goals," said George Leonard, founder, president and CEO of George Leonard Training Programs. "With Dearborn's extensive resources, Leonard will offer an enhanced array of products and services."

Leonard will remain headquartered in Arlington, TX. Mr. Leonard will serve as a consultant to Dearborn.

Dearborn is the nation's leading provider of licensing and continuing education for securities, insurance and real estate professionals, offering an array of tools to meet the needs of every learner including classroom instruction, books, CD-ROMs and online services ([www.dearborn.com](http://www.dearborn.com)). Dearborn supplies education materials to independent schools, colleges and corporations and conducts classes in over 50 locations in the U.S. and abroad. It also offers clients a unique career tracking service, which enables companies to monitor employees' compliance with licensing and continuing education requirements.

### About Kaplan Professional

Kaplan Professional, a specialized division of Kaplan Educational Centers is a leading provider of educational and training solutions to companies and individuals in the financial services, insurance, real estate, health, law and information technology industries. The division includes Dearborn, a leading supplier of licensing training and continuing education for securities, insurance and real estate professionals; Perfect Access/CRN, which delivers customized software education and consultation for law firms and businesses; Self Test Software, a world leader in exam simulation software and preparation for technical certifications including Microsoft, Novell, Oracle, Lotus, Cisco and A+ and Network+; and Kaplan Professional Call Center Solutions, a provider of assessment, recruitment, and training for the call center industry. Kaplan Professional's services will soon be available through BrassRing Inc. and its site BrassRing.com, the first network combining recruiting, hiring management and career development to serve employers and job candidates at every stage.

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