

Dearborn, a Kaplan Professional Company, and Rough Notes Partner to Offer Continuing Education for Property & Casualty Insurance Professionals
Dearborn Becomes Complete Licensing and Educational Resource for Financial Services Industry

Chicago, IL (November 18) Dearborn, a Kaplan Professional company and a leading provider of licensing training and continuing education (CE) for professionals in securities, insurance, and real estate, and The Rough Notes Company, Inc., a pre-eminent publisher of resource materials for the property and casualty insurance industry, today announced a partnership agreement in which Dearborn will distribute select Rough Notes property and casualty courses, co-branded with the Dearborn name. These select courses will provide customers with high quality educational content as well as CE credit. The alliance gives Dearborn, a leader in the life & health insurance licensing and CE sector, a strong presence in property & casualty, while providing Rough Notes with a national sales and marketing network for its materials. Dearborn also establishes itself as a single licensing and CE solution for the financial services industry.

"Rough Notes has an outstanding reputation in the insurance industry, and its materials will fill out our array of licensing and CE services for securities and insurance professionals," said Dennis Blitz, Dearborn's president. "With the passage of the Financial Services Modernization Act, Dearborn is well positioned to meet all the education needs of the financial services industry."

"We are delighted to be partnering with Dearborn," said Walter Gdowski, Rough Notes' president and CEO. "Only Dearborn has the national recognition and reach to make our materials more broadly accessible to insurance companies and professionals."

The Dearborn and Rough Notes co-branded materials will be available in January 2000. For more information, call 1-800-824-8742.

A leading U.S. supplier of licensing training and CE for securities, insurance and real estate professionals, Dearborn supplies education materials to independent schools, colleges and corporations and conducts classes in over 160 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 CE requirements.

The Rough Notes Company has been an integral part of the insurance industry since 1878. They publish the oldest national insurance magazine, Rough Notes, as well as the annual Insurance Marketplace, the agent's number one source of excess, surplus and specialty markets. Rough Notes also publishes a variety of technical insurance reference products, delivered via print, CD ROM and the internet at www.roughnotes.com.

Kaplan Professional (www.kaplanprofessional.com), 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 also includes 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.

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