

## **Dearborn Teams with American Bankers Association to Provide Securities and Insurance Training Products**

**Chicago (August 14, 2000)** – Dearborn, a unit of Kaplan, Inc. and a leading provider of securities and insurance licensing training and continuing education, announced today a new program to provide discounted training products to the members of the American Bankers Association (ABA). This increased access to Dearborn's educational tools will help ABA member organizations achieve training and licensing goals, and provide even greater services to their customers.

"With new regulations permitting banks to move into the insurance and securities sales arenas, bankers must get up to speed on current rules and procedures," said Marcia Burak, Vice President of Securities for Dearborn. "Dearborn's wide array of educational products meets the demands of ABA members, by providing discounted access to our numerous online courses, as well as to our books, classes and software."

"Dearborn has constructed an easy-to-use front-end web access for our members to reach Dearborn's web site and register for and take securities and insurance classes," said J. Douglas Adamson, Executive Director of the ABA's Professional Development Group. "We are delighted to team with Dearborn and offer top-notch educational services to our members."

Dearborn ([www.dearborn.com](http://www.dearborn.com)) is a leading provider of licensing and continuing education training and certification for securities, insurance and financial services professionals. Offering an array of tools including Internet-based courseware, classroom instruction, interactive CD-ROMs, and print materials, Dearborn supplies education courseware to corporations, independent schools, and colleges and conducts classes in more than 160 locations in the U.S. and abroad. For more than 30 years, Dearborn has partnered with decision-makers at insurance companies, securities firms, brokerage houses, and banks, providing top-quality, professional, and personalized education to more than 750,000 students. Dearborn's unique tracking and reporting service enables companies to monitor course fulfillment and grades across multiple programs, curriculums, and disciplines, streamlining curriculum and compliance management. Dearborn is part of Kaplan Professional, a specialized division of Kaplan, Inc. ([www.kaplan.com](http://www.kaplan.com)), a wholly-owned subsidiary of The Washington Post Company (NYSE: WPO).

The American Bankers Association brings together all categories of banking institutions to best represent the interests of this rapidly changing industry. Its membership - which includes community, regional and money center banks and holding companies, as well as savings associations, trust companies and savings banks makes ABA the largest banking trade association in the country.

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