

Dearborn's New Online Courses Help Insurance and Financial Services Professionals Meet Continuing Ed Requirements

Added Benefit to Institutions: Dearborn's Tracking and Reporting Services

New York (July 31, 2000) – Dearborn, a unit of Kaplan, Inc. and a leading provider of licensing and continuing education training and certification nationwide, announced the launch of an end-to-end compliance management program with 18 state-approved online insurance continuing education offerings, including interactive courses and downloadable text versions of Dearborn's most popular print titles.

The courses, available to individuals as well as institutions, and accessible anytime/anywhere over the Internet, meet the demanding needs of the financial services professional who must find a way to fit continuing education into his or her hectic schedule in order to maintain important licenses. Courses include essential curricula such as (1) Annuities Today, (2) Basics of Asset Allocation, (3) Basics of Estate Planning, (4) Senior Health Care, and (5) Life Insurance Today. Students of Dearborn's courses will benefit from the cutting-edge online delivery of the courses, access to the most current regulatory information, and the expertise Dearborn brings as a national educator in the financial services field. Institutions will benefit from Dearborn's extensive reporting and tracking system, which simplifies the multifaceted task of compliance management. The new online insurance courses will be available in early August at www.dearborn.com, and additional courses will be developed and offered throughout the year.

"We are delighted to offer web-based, customized programs for busy financial professionals-- people who need to stay current with industry trends and ahead of regulatory mandates," said Dan Tromblay, Dearborn's Vice President of Insurance Products and Services. "In addition to 18 new online Insurance courses, Dearborn provides a comprehensive array of online securities courses, some of which may be used to satisfy insurance continuing education requirements. With more than 80 Web-based offerings, Dearborn is quickly becoming the most comprehensive full service online education and training provider for securities and insurance professionals."

The new courses enable a student to create personalized programs through Dearborn's library of courses, which includes interactive courses and downloadable text versions of current courses. The interactive courses feature cutting-edge tools such as click-on definitions, case studies, animated graphics, and questions within the course to help assess a student's progress.

Moreover, corporations and compliance departments can meet, manage and track their employees' educational requirements with Dearborn Career Tracker, Dearborn's proprietary information management system. This single, consolidated, and secure database allows tracking of course fulfillment and grades across multiple programs, curriculums and disciplines, and enables the user to generate standard and customized exam reports and course completion status reports to individuals, and directly to state

departments. "Companies can save time and money by using Dearborn Career Tracker along with Dearborn's online courses, or with our traditional products such as classes, textbooks, and software," explained Mr. Tromblay.

About Dearborn

Dearborn (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 classroom instruction, books, CD-ROMs and online courses and programs, Dearborn supplies education materials to independent schools, colleges and corporations 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 Career Tracker enables companies to monitor course fulfillment and grades across multiple programs, curriculums, and disciplines, easing the management of employees' compliance with licensing and continuing education requirements. Dearborn is part of Kaplan Professional, a specialized division of Kaplan, Inc. that provides educational and training solutions to companies and individuals in the financial services, insurance, real estate, law and information technology industries. Kaplan, Inc. (www.kaplan.com) is a wholly-owned subsidiary of The Washington Post Company (NYSE: WPO).

Press Contact: pubrel@kaplan.com, (212) 492-5965