



**Honolulu Association of Insurance Professionals (HAIP)**  
 On behalf of the  
**National Association of Insurance Women (NAIW)**  
**Insurance Provider # 207732**  
**SIX (6) P & C - CE Credits (Subject)**

<b>DESCRIPTION:</b> Course ID #- PS207980	<b>UNDERWRITING FOR NON-UNDERWRITERS</b>	
	This course covers underwriting issues and decisions in the personal lines commercial lines, workers compensation, life & health, and surety bond fields. Answers the question. <i>“What do Underwriters need to know and Why?”</i> <b>This is a six (6) hour course and there is NO Exam.</b>	
<b>INSTRUCTOR:</b>	Gerald Martens, MBA	
<b>PLACE:</b>	Island Insurance Center - 1022 Bethel St – Meeting Hall, Lobby Level Parking will NOT be validated, but Municipal Parking is available at Chinatown Gateway or Harbor Court, both on Bethel St., and Alii Place on Alakea St.	
<b>TIME:</b>	Class - 8:30 am to 3:30 pm Check in at 8:00 am; Lunch 11:30 am to 12:30 pm (on your own)	
<b>DATE:</b>	<b>TUESDAY – MAY 19, 2009</b>	
<b>COST:</b>	<u><b>TUITION &amp; COURSE MATERIALS</b></u>  HAIP members = \$ <b>85.00</b> & Corporate Partners  NON-members = \$ <b>100.00</b>	<b>HAIP/NAIW MEMBERS:</b> This course is a qualifying program for the CPIW/CPIM (Certified Professional Insurance Woman/Man) designation & the DAE (Diversified Advanced Education) designation from NAIW.
<b>REGISTRATION:</b>	Email your request to attend & Registration Form to <b>Dora Kahauolopua</b> at <a href="mailto:education@haipro.org">education@haipro.org</a> or FAX it to: <b>533-1680</b>	
<b>DEADLINE FOR REGISTRATION:</b>	<b>THURSDAY MAY 7, 2009</b> <i>(course materials will be ordered on 5/8/09)</i>	

If you have any questions, contact **PUALANI ORTIZ**, Education Co-chair at **529-5095**, or email her at: [education@haipro.org](mailto:education@haipro.org)

**Complete the REGISTRATION FORM to sign up for this class.**

Honolulu Association of Insurance Professionals  
 P.O. Box 91, Honolulu HI 96810  
[www.haipro.org](http://www.haipro.org)