Financial Education Solutions and Services

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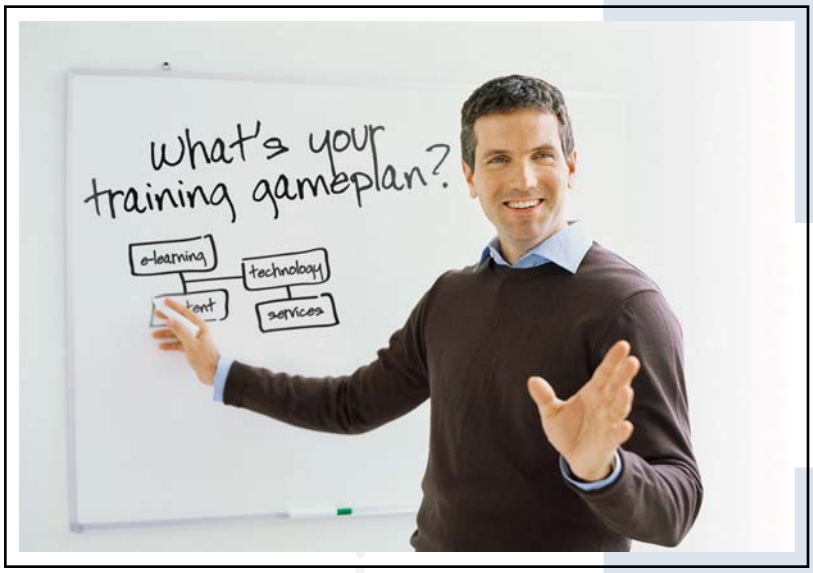
Why 360training?



We provide a comprehensive library of online training courseware in multiple industries. In the financial services industry, 360training.com offers online Firm Element, Securities Pre-licensing, online CFP CE and Prep, CFP Registered Training program, online CPE and Prep, Insurance CE and Pre-licensing, and custom course development.

In addition, we provide an intuitive Learning Managment System (LMS) to help you easliy manage your corporate and individual online training needs.

"Do It Yourself" Courses

Flexibility and convenience for a seasoned workforce

360training "Do It Yourself" courses put you in control of your learning experience—what, where, when, and how. Content is provided in PDF format—so you can access the course online or off, whether you're traveling, grabbing a bite to eat, or just kicking back at the end of the day. Expert online assessment tools help you identify areas of weakness and address them to attain mastery. Nothing could be more convenient—or allow you greater flexibility in your training experience.

Learning Center Courses

Support for deeper application and exploration

360training "Learning Center" courses help take your learning to the next level. These carefully constructed online courses guide you from the rules and facts you need to know to the real-world applications and mission-critical issues you'll encounter in the workplace. Interactive scenarios encourage exploration and consideration of outcomes. Comprehensive assessment tools fine tune and deepen your understanding. A PDF transcript of the course offers the convenience of offline or desktop study. For the full experience, go with a "Learning Center" course.

Customer Support

It is our goal to meet and exceed the expectations of our customers by providing consistent communication and support for all 360training services in a professional, competent, and timely manner. Our goal is to have people become "learners for life", with us as their trusted content partner.

We recognize that many of our customers are taking required Continuing Education for which there is a deadline for completion and that this can make for high stress situations – that's why we've reduced the issues that drive support calls as well as ensure adequate, 24/7/365 staffing at our contact centers.

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Insurance Pre-licensing & CE

360training.com offers everything you need to deliver quality online insurance license training and continuing education to help you achieve Return on Investment. Insurance Pre-licensing & CE Program Highlights:

- 100% online delivery via custom branded learning portal
- Live classroom and on-site delivery available
- Instructor support via phone, email and live chat
- Advanced manager tracking and reporting
- Immediate grading and online completion certificates
- 3- to 7-day state reporting turnaround
- Over 100 courses to choose from including state specific courses
- Choose as many courses as you need for one low price
- Bulk enrollment registration
- Pre-paid CE vouchers available
- Nationwide core pre-licensing for property and casualty, life, health and adjusters
- Online pre-licensing exam preparation and print textbooks, customized corporate learning portals, course and class development

360training.com®

Insurance Pre-licensing Education

360training.com insurance pre-licensing education solutions offer everything needed to streamline new producer, on-boarding and career path development initiatives through a comprehensive online catalog of insurance pre-licensing courses and exam preparation products. We offer DOI approved online insurance pre-licensing courses nationwide, including a variety of exam prep programs and supplemental print study guides for life and health, property, fire, casualty, and insurance adjusters.

Courses can be delivered through our Learning Management System and offer detailed administrative tracking, reporting, CE completion notification, email alerts and much more. Our insurance pre-licensing courses have been designed to cover core material and state-specific subjects.

If you prefer to purchase just the books, we publish our own insurance text books.

Insurance Continuing Education

360training.com offers one of the industry's largest web-based libraries of DOI approved insurance continuing education courses for life or property lines which includes all state mandated course topics nationwide. 360training.com customers enjoy the flexibility of *unlimited CE course access* for one low price per licensee. Online insurance CE courses by 360training.com feature interactive multimedia, narration, testing, grading and printable on-demand certificates.

Pre-paid CE Vouchers

Purchase pre-paid course vouchers at special rates to distribute to employees, use in partner marketing programs or as part of a recruiting strategy. Similar to a gift card, pre-paid vouchers can be redeemed at any of 360training.com's online learning portals for a single-course or multi-course package. 360training.com will provide the production of 4-color card designs and layouts that incorporate your company branding and messaging.

Insurance Compliance Management Software & Services

Accreditation Services

360training.com can provide you the option to license our accreditation technology or offer services to manage all of your courses, instructor approvals, renewals, certifications, and provider registration(s). We currently manage approvals, renewals and course submissions for over 5,000 courses annually and have all of the relationships with the appropriate regulatory bodies to ensure your course(s) will receive approval. Specific services include:

- Course, provider, and instructor approval services
- Course, provider, and instructor renewals
- Pre-class state notifications
- Instructor support
- Course record tracking & reporting
- Issuance of certificates of course completion
- Classroom course support
- Self-study course support

Insurance Licensing - Licensing, Appointments, Terminations and Renewals

(For a customized solution for your firm, please call for more details.)

360training.com staff will prepare the necessary applications and handle all aspects of the licensing process. We will coordinate affiliations, Agent/Broker, Adjuster, Surplus Lines, Managing General Agent licensing, plus company appointments, Secretary of State qualifications and process your renewals, while keeping you updated on changes that affect your licenses. Depending on your requirements, we can customize our services to meet your needs.

- **Resident and Non Resident Licensing -** We have experience with all lines of insurance including but not limited to:
  - Property and Casualty, Life, Accident, Health and Adjuster
  - MGA
  - Surplus Lines

- **Foreign Qualifications -** In those states where Secretary of State approval is required as a prerequisite to agency insurance licensing, we will file and obtain the Certificate of Foreign Authority, and we can arrange for the resident agent representation.

- **Renewals -** Keeping compliant has never been easier when you utilize our renewal monitoring service. We will track and process your license renewals so that you and your staff can concentrate on your business.

- **Surplus Tax Filings -** Surplus Lines is a valuable market and with licensing uniformity, has become an option for producers to keep in house and include in their marketing strategy. If you have been challenged with surplus line filings and tax payments, you will appreciate our Surplus Line Tax Filing Service. We have made complying with surplus lines requirements easy for you. Give us a call for more details.

- **Company Appointments -** 360training.com professionals provide services to both Insurers and Producers for processing company appointments. For the insurer, our staff is qualified for the insurer submission of initial and renewal sponsoring insurance company appointments. For producers, we will coordinate the sponsoring insurance company appointments that are required for state compliance and license activation.

Securities Licensing & Firm Element

Securities Licensing

The faster your new hires are successfully licensed, the faster they can produce for the firm. Our securities license exam preparation solutions offer everything your representative candidates need to pass the exam the first time. 360training.com offers live instructor support via phone, email, and scheduled live chats. Choose from a variety of instructional methods including onsite instructor led classes, live instructor led virtual courses, online on-demand courses, or study at your own pace using a self-study solution.

Securities License Library Highlights:

- Live classroom and on-site delivery available
- Instructor support via phone, email and live chat
- Webcast tutoring sessions
- Advanced user completion, tracking and reporting
- Administrator or user defined enrollment
- Customized e-learning programs available

Training programs available include:

Series 6 - Investment Company/Variable Contracts Rep
Series 7 - General Securities Rep Exam
Series 24 - General Securities Principal Exam
Series 26 - Investment Company Principal
Series 63 - Uniform Securities Agent Exam
Series 65 - Uniform Investment Adviser Law
Series 66 - Uniform Combined State Law

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Firm Element Continuing Education Library

Our expansive firm element continuing education library features over 100 online courses to help you stay compliant while providing quality education to help all your registered representatives stay current on industry trends and hot topics.

Firm Element CE Library Highlights:

- 100+ courses for hot industry topics
- 100% web-based and self-paced
- Advanced CE completion, tracking and reporting
- Administrator or user defined enrollment
- Dual-credit options for CE ("double-dipping")
- Customized e-learning programs available

Annual Training Needs Analysis (Rule 1120)

360training.com delivers annual training needs analysis and CE plan development services, offering FINRA member firms a turn-key, cost effective solution for complying with Rule 1120. Take advantage of either our custom outsourcing services or use our web-based CE Planner® platform internally to develop and document your firm's annual continuing education plans.

After your plan is developed, implement your CE program by delivering online courses from our expansive Firm Element CE library through our Learning Management System.

Annual Training Needs Analysis Solution Highlights:

- Custom outsourcing or web-based solution
- Turn-key plan development and documentation
- Advanced diagnostics and surveying capabilities
- CE course delivery and tracking via robust LMS
- "Double-dip" CE credits across multiple industries (Insurance, CFP® and CPA)

Customized Outsourcing Services

Our compliance management experts will assist your firm in meeting Rule 1120 which requires an annual needs analysis and CE training plan. Experienced compliance consultants provide a custom tailored needs analysis and CE plan in accordance with FINRA, NYSE, CBOE and SEC requirements.

Web-based Platform (CE Planner®)

CE Planner® by 360training.com is a complete web-based compliance solution assisting FINRA member firms in conducting their annual training needs analysis and CE Plan in compliance with Rule 1120. CE Planner® is an online solution that fully automates the development of this annual requirement, dramatically reducing time and costs involved by distributing questionnaires, collecting data and compiling individual results into a comprehensive, cumulative roll-up report. CE Planner® compares these results with the firm profile and generates personalized course recommendations and a custom tailored CE Plan. This process is recorded and archived in your secure and private login account, available 24X7 for instant retrieval of detailed reporting. Our unique tracking and reporting system allows compliance officers to select auto reports and email reminders. Administrators designate the frequency, alerting the representative of their status to be fulfilled thus eliminating the need for administrator follow-up.

Compliance e-Questionnaires

360training.com provides a web-based, electronic platform for managing the distribution, collection and analysis of your FINRA required annual compliance questionnaires. Our compliance experts work with your firm to develop custom tailored questionnaires specific to your business activities, organization structure and representative needs. Results are collected, compiled and delivered to you in the form of a cumulative report, providing a verifiable audit trail documenting representative completion and compliance actions taken regarding specific red flag notifications.

e-Questionnaire Services for:

- Annual training needs analysis
- Annual compliance questionnaires
- Outside business activities
- New hire questionnaires
- Individual needs analysis
- Firm needs analysis
- Gift and gratuities tracking
- U-4 updates
- Custom client questionnaires
- Proprietary, firm-specific questionnaires

e-Questionnaire Features & Benefits:

- Fully web-based, customizable and paperless
- Cumulative, audit verifiable reporting
- Advanced question and response workflows
- Dramatically reduced administrative time and cost
- Increased compliance visibility

Alert System

360training.com's web –based alert system platform allows a compliance officer to schedule email notifications to be sent automatically either to an organizational group, learner group, or individual learner to complete assigned entitlements.

- Custom Alert Notification: Set and select a start and end date for the alert notification and the occurrence of the email alert sent to the group or learner within the selected timeframe.

- Standard Alert Notification: Select alerts based on an automatic two week, monthly, or quarterly intervals.

Annual Compliance Meeting (ACM) On-Demand

360training.com on-demand Annual Compliance Meeting (ACM) solution provides an online webcast platform to help you reach your reps across the state or the globe. 360training.com provides end-to-end support, from the inception of your ACM to post-meeting compliance follow-up. Our on-demand ACM solutions offer significant cost savings on administrative time, travel and attendance.

Fully customize your on-demand ACM webcast with graphics, audio and video that we produce for you. Enhance your ACM with digital content from our existing Firm Element e-learning library. ACM webcasts can also be delivered live and recorded for on-demand playback at a later date.

ACM On-demand Features

- Authenticated login and unique user IDs
- User time tracking of presentation content
- Interactive email, Q&A and feedback
- Optional post meeting questionnaires

Self Service Firm Element

360training.com has developed the first self-service Firm Element training platform for Broker-Dealers and Investment firms looking for a simple way to start and complete their entire Needs Analysis Training Plan and execute an annual Firm element education program all online.

Self Service Highlights:

- Setup and administer program all online in 30 minutes or less
- System provides a written training plan as part of the service
- Completion reporting easily accessible through 360training.com's Learning Management Suite
- Reporting is printable and downloadable for your records
- Full technical and customer support
- Ability to add compliance services to self service including questionnaire and Annual Compliance Meeting on demand

Certified Financial Planner (CFP®) Education

CFP® Registered Program

360training.com has partnered with leading universities such as The Boston University to provide an online program for Financial Planning. Students who complete the program will fulfill Certified Financial Planner Board of Standards Inc. (CFP® Board) requirements for instruction leading up to the CFP® Certification Examination.

The CFP® Registered Program Consists of Six Courses:

- Introduction to Financial Planning
- Risk Management
- Investments
- Tax Planning
- Retirement and Employee Benefit Planning
- Estate Planning

The program is offered through traditional instructor-led classroom or live virtual classroom delivery media. With the accelerated and instructor-led virtual classroom, you can complete your required education in just nine months.

To get more information on the CFP® Registered Program, visit www.CFPCampus.com

CFP® Exam Preparation

Online CFP® exam preparation products help CFP® certification exam candidates better prepare to pass the exam the first time. Offered in conjunction with an accredited university, our CFP® exam prep products are backed by 40-years of excellence in helping CFP® candidates succeed.

- Online instructor support via phone, email and live webcasts
- 2 review books covering 89 topics and application questions
- Case studies book covering cases for all core subject areas and prior exam questions
- Practice test of 100 questions
- Guide to Your Financial Calculator textbook
- 4 volume simulated exam book with a mock 10-hour exam
- CD program of 1500+ additional knowledge check questions
- 6 sets of flashcards covering key terms and concepts
- 32-hour online prep course for CFP® Certification Examination
- MP3 downloads and weekly instructor/tutor conference calls

CFP® Continuing Education

Access CFP® Board approved continuing education courses that offer web-based exam, immediate grading and online completion certificates.

CFP® CE Library Highlights:

- 100% web-based and self-paced
- Advanced CE completion, tracking and reporting
- Administrator or user defined enrollment
- Dual-credit options for CE ("double-dipping")

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Certified Public Accounting (CPA) Education

CPA Continuing Professional Education (CPE) & Exam Review

360training.com offers a vast range of online CPA CPE courses and customized CPE webcasts. Customers get to enjoy the flexibility of unlimited CPE credits for one low price. Additionally, we offer a deep library of books, CDROMs, MP3 and video lectures for CPA exam review and preparation.

CPE Education Library Highlights:

- Online and live webcast delivery formats
- Over 100 online CPE courses available
- Online instructor support via phone, email and live webcasts
- CPA Exam review and preparation available for all major fields of study

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Learning & Content Management

Learning Suite 360 (LS360™) integrates industry accredited compliance content, learning management and course authoring on a single web-hosted platform that increases workforce productivity, reduces non-compliance risks and delivers measurable returns on your training investment.

A fully customizable course catalog can be tailored to fit your specific employee training requirements by leveraging our expansive online insurance and financial services library, featuring hundreds of accredited and recognized courses from state insurance departments and national accrediting bodies.

LS360™ key features:

- Access to thousands of accredited e-learning courses
- Integrated content management and course authoring
- Centralized dashboards for manager and learner modes
- Hierarchy, groups and roles based management
- 50+ performance, utilization and registration reports
- Custom report builder and favorites bookmarking
- Embedded survey creation, deployment and measurement
- Deadline completion notices and announcement emails
- Automated group and individual user enrollments
- User friendly Web 2.0 interface and navigation
- Instant course grading and online certificates
- Training plan management and course bundling
- Integrates with other internal HR and learning systems
- Custom branding and white-labeling available

LS360™ benefits:

- Lower total cost of training program ownership
- Measurable returns on training investment
- Increased workforce productivity and satisfaction
- Faster employee licensing and certification compliance

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Corporate Programs

Custom Learning Portals

Our corporate partners have the ability to offer online pre-licensing, continuing education or certification courses via a custom branded learning portal. We handle all aspects of creating your online storefront, building your course catalog, e-commerce, CEU and credit reporting and customer support. Link your website to this portal and participate in revenue sharing on course enrollments or pass along a pre-negotiated discount to your users.

360training.com's fully hosted Learning Management System (LMS.360) and Learning Content Management System (LCMS.360) platforms provide an integrated, single sign-on solution for managing learning and content across your entire organization.

Customize LMS.360 with a course catalog by choosing from over 3000 compliance, regulatory and accredited courses from multiple industries and disciplines spanning pre-licensing, exam prep, continuing education, certification and skills training content categories. Gain a centralized view of learning and training activities by tracking user progress, monitoring CE requirements and completions, setting learning deadlines and reminders and much more. Access over 40 pre-published reports or create your own reports via a custom report builder to measure organizational competency, corporate compliance and training ROI.

Author, publish and track your own e-learning content using our LCMS.360 application which is optimized to work in conjunction with LMS.360. Rapidly author and publish SCORM compliant e-learning modules via simple Web links or assemble a comprehensive e-learning course using your audio, video, text, HTML or animation assets through an intuitive interface.

We provide many additional services such as project management, instruction design, visual design and solution architecting, copy editing, quality assurance, testing services and deployment.

We work collaboratively with business stakeholders and subject matter experts to understand the business drivers behind your training needs. Then we map specific, actionable learning objectives to the business drivers. Whether we are leveraging existing content or starting from a blank slate, our team will help to determine the appropriate learning strategies, visual design approach and technical architectures to achieve our client's specific learning and business goals.

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