

2015



**BOOKE**  
Our Experience. Your Success.



# Insurance Accounting & Reporting Continuing Education

Property & Casualty • Life • Health



## BOOKE'S CONTINUING EDUCATION - LEARNING ON YOUR TERMS.

Benefit from Booke's industry expertise and hands-on experience whether attending a public seminar, an internet-based live webinar, or taking an on demand course on your own time.

Booke helps organizations customize training for employees and clients – in one or many locations – through our various delivery methods. We teach on-site or over the internet, and can give your staff access to our on demand content through a company subscription plan.

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## Contents

### Property & Casualty

Public Seminar Schedule.....	4-5
Public Seminars.....	6-11
On Demand Courses.....	12
Webinars and Annual Statement Handbook.....	13

### Life

Public Seminar Schedule.....	14-15
Public Seminars.....	16-20
Annual Statement Handbook.....	20
On Demand Courses and Webinars.....	21

### Health

Public Seminar Schedule.....	22
Public Seminars.....	22-24
On Demand Courses and Webinars.....	25
Annual Statement Handbook.....	25

### General Information

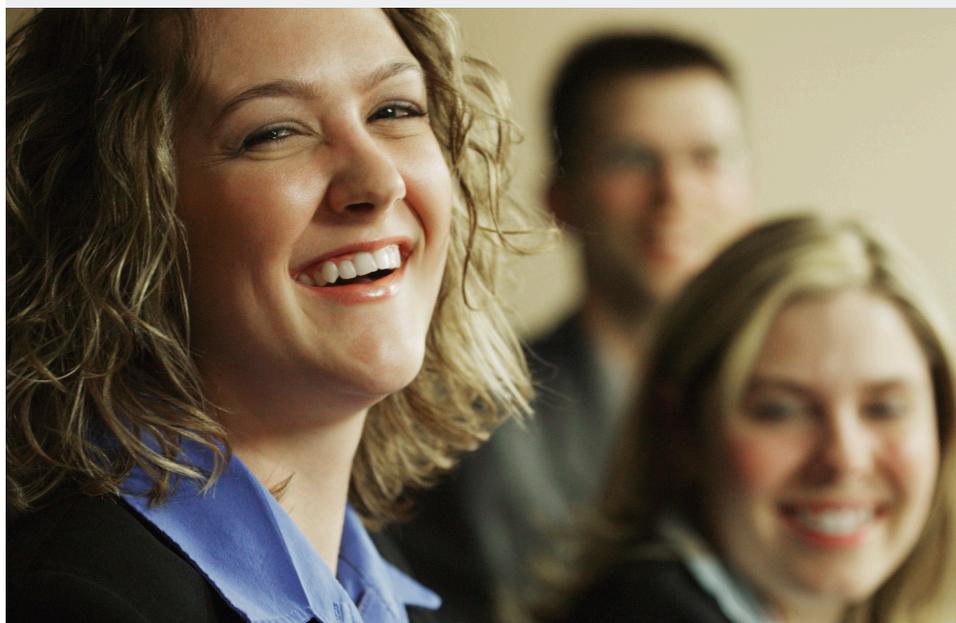
On Demand Company Subscription Plans.....	26
On-Site Customized Training.....	27
The Complete Package® Annual Statement Software.....	28
FIT Tax and Provision Software.....	28
eBooke Reader.....	29
Seminar Hotels.....	30
Registration Information, Refunds and Cancellations, Seminar Format and Discount Details, and CPE Information.....	31

# What's new for you in 2015?

**GET \$50 OFF PUBLIC SEMINARS** when choosing our *eBooke Reader* application to receive and use course materials digitally. Read more about eBooke on page 29.

**RECEIVE OUR FEDERAL INCOME TAX AND PROVISION SOFTWARE FREE** with your *Federal Income Taxation* public seminar registration. See course descriptions for details.

**ON DEMAND COMPANY SUBSCRIPTION PLANS** — Give your employees access to our on demand courses – at a discount – and let us handle your training program. See page 26 for more information.



# 2015 Property & Casualty Public Seminar Schedule

SEMINAR	ORLANDO	NEW ORLEANS	ATLANTA	CHICAGO
Accounting & Financial Reporting \$1,945 (20 CPE) See page 6		June 24-26		
Annual Statement \$2,345 (28 CPE) See page 6		June 23-26		August 24-27
Derivative Accounting & Reporting \$1,495 (12 CPE) See page 6	June 15-16*			August 27-28
Federal Income Taxation \$2,145 (22 CPE) See page 7	June 17-19*		July 28-30*	
Financial Analysis \$1,645 (15 CPE) See page 7			July 28-29*	August 27-28*
Financial Planning & Analysis \$1,495 (12 CPE) See page 7				August 24-25
Financial Reporting for Non-Financial Managers \$1,595 (14 CPE) See page 8				
International Financial Reporting Standards \$1,595 (14 CPE) See page 8				
Investment Accounting & Reporting \$1,495 (12 CPE) See page 9	June 17-18*			August 27-28*
Loss Reserve Analysis \$1,495 (12 CPE) See page 9				
Overview of Statutory Financial Reporting \$1,295 (8 CPE) See page 9	June 16*		July 27*	August 26*
Reinsurance 1: The Fundamentals \$1,595 (14 CPE) See page 10		June 23-24*		
Reinsurance 2: Beyond the Fundamentals \$1,495 (12 CPE) See page 10		June 25-26*		
Schedule P Preparation \$1,495 (12 CPE) See page 10				
Statutory Accounting Principles \$1,595 (14 CPE) See page 11	June 17-18*			August 27-28*
Update on Accounting & Financial Reporting ** \$945 (7 CPE) See page 11	<b>See page 11 for Update schedule</b>			

Seminar hotels are listed on page 30. See page 31 for registration details and cancellation policy.

Save \$50 when choosing eBook Reader. Read more on page 29.

# 2015 Property & Casualty Public Seminar Schedule

BOSTON	ORLANDO	LAS VEGAS	BOSTON	LAS VEGAS	WINSTON-SALEM
September 15-17	September 23-25	October 26-28	November 10-12		December 7-9
	September 22-25			November 17-20	December 7-10
		October 28-30*			December 9-11*
					December 9-10*
			November 12-13		
September 16-17				November 19-20	
September 17-18				November 19-20	
		October 28-29*			
	September 24-25*		November 12-13*		
		October 27*			December 8*
September 15-16*				November 17-18*	
September 17-18*				November 19-20*	
	September 22-23*		November 10-11*		
		October 28-29*			
<b>See page 11 for Update schedule</b>					

\* Save \$500 on qualifying seminar combinations. See seminar descriptions for more information.

\*\* If your company uses our TCP software, you may also want to attend the Users Group Conference on November 19. Details will be sent by email to your company's TCP contact in June.

# Accounting and Financial Reporting

Receive a thorough orientation to statutory and GAAP accounting concepts for P&C companies. Additionally, the class provides a survey of the statutory Annual Statement and GAAP financial statements and a brief introduction to federal income taxation of P&C companies.

**TUITION:** \$1,945 (\$50 off for eBook; see page 29)    **LEVEL:** Basic    **CPE:** 20 in Accounting

*“I’ve been a practicing CPA for 25 years and this is one of the most informative sessions I’ve been to.”*

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## Annual Statement

Develop an understanding of the fundamentals of the P&C industry and statutory accounting concepts. Acquire the knowledge and skills necessary to prepare the Annual Statement as virtually every page, exhibit and schedule is addressed. Class participation and discussion will focus on a completed P&C Annual Statement.

**TUITION:** \$2,345 (\$50 off for eBook; see page 29)    **LEVEL:** Basic    **CPE:** 28 in Accounting

*“Really reinforced things I already knew and taught me many things I didn’t know. Loved your comprehensive test company, Piedmont.”*

Tuition includes web access to the P&C Annual Statement Handbook, a \$550 value.

Companies that use TCP and send staff to this seminar may receive the Handbook as a context-sensitive help file for use within TCP for an additional \$100.

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## Derivative Accounting and Reporting

Derivatives are complex financial instruments used by many insurance companies to manage their exposure to various types of risks. You will learn how derivatives are defined and how insurance companies utilize them to manage risk. The course will explore, through class examples, the nuances that arise from variations in statutory and U. S. GAAP accounting treatment for derivatives.

You will also obtain an understanding of the documentation, hedge classification, reporting, and disclosure requirements for this specialized accounting topic. The seminar will cover the existing hedge accounting guidance under International Financial Reporting Standards (IFRS) and the differences between U.S. GAAP and IFRS as well as new developments.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29)    **LEVEL:** Intermediate    **CPE:** 12 in Accounting

*“Great content. One of the most interesting Booke seminars I’ve ever taken. Lots of great practical examples.”*

SAVE \$500! Take with Investment Accounting and Reporting as a Seminar Combination and receive \$500 off the total tuition.

# Federal Income Taxation for P&C Companies

Develop an understanding of the nature and structure of P&C federal income taxation and acquire the specialized insurance knowledge necessary to complete or review Form 1120-PC. You will complete a case study to provide hands-on preparation of a return and learn the statutory reporting and disclosure guidance in SSAP 101 Accounting for Income Taxes.

**TUITION:** \$2,145 (\$50 off for eBook; see page 29)    **LEVEL:** Intermediate    **CPE:** 22 in Taxes

Receive FIT software for free or receive a FIT seminar credit (a \$550 value)! Companies not currently using FIT will receive the 2015 version free with a tax seminar registration. Current FIT users will receive a \$550 credit towards your tax seminar registration.

SAVE \$500! This seminar assumes a basic understanding of the P&C business and its financial reporting. Those needing this knowledge prior to taking this seminar should consider taking Overview of Statutory Financial Reporting in combination for \$500 off the total tuition.

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## Financial Analysis

Learn how statutory Annual Statement information can be used to evaluate the financial condition and operating performance of a P&C insurance company.

Significant ratios and other analytical tools commonly employed by analysts, rating agencies and regulators will be illustrated and discussed using a case study company. Participants will be able to analyze selected ratio results for their companies during the seminar.

The textbook provided contains illustrations of all ratios and tools used in the seminar and significant industry data and statistics that may be utilized in evaluating a P&C insurer.

**TUITION:** \$1,645 (\$50 off for eBook; see page 29)    **LEVEL:** Intermediate    **CPE:** 15 in Accounting

SAVE \$500! This seminar assumes a basic understanding of the P&C business and its financial reporting. Those needing this knowledge prior to taking this seminar should consider taking Overview of Statutory Financial Reporting in combination for \$500 off the total tuition.

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## Financial Planning & Analysis for P&C Companies

This course introduces, defines and discusses the financial planning and forecasting process. Participants will review a generic financial planning and forecasting model and learn how to plan and forecast premiums, losses and expenses based on an understanding of the key drivers of each. A template of the model will be provided.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29)    **LEVEL:** Intermediate    **CPE:** 12 in Accounting

*“I appreciated the enthusiasm with which the trainers presented this material...also appreciated that the trainers allowed for and addressed questions from the participants.”*

# Financial Reporting for Non-Financial Managers

With the growing focus on corporate governance and enterprise risk management, managers must understand the financial statements.

Many operations managers, systems professionals, executives, service providers, other non-financial managers, and even the board of directors are uncomfortable with their ability to read and understand insurance company financial statements.

Especially designed for non-accountants who work in or with P&C insurance companies, this seminar will familiarize them with important accounting concepts and improve their ability to discern and interpret the key reporting elements of the “Yellow Book”, the NAIC P&C Annual Statement. Factors that drive key performance ratios will also be discussed.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29)    **LEVEL:** Overview    **CPE:** 14 in Accounting

## IDEAL FOR A PRIVATE SEMINAR!

This seminar is a popular choice for customized training for your board of directors or management staff.

Using your company’s financial statements, Booke will present this material at your location. This creates an excellent opportunity for an in-depth discussion of your financial statements.

The entire team will come away with a better understanding of your financials and an improved perspective of your organization.

## ATTENTION FARM MUTUAL DIRECTORS

This course meets FMDC requirements for Finance and Accounting.

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# International Financial Reporting Standards

Gain an understanding of key International Financial Reporting Standards (IFRS) for insurers, including accounting for financial assets and the valuation methods used for invested assets, as well as the accounting and reporting for insurance and investment contract liabilities.

In addition, you will receive updates to emerging guidance for financial instruments and insurance contracts.

Frequent comparisons with U.S. GAAP will enable you to identify the key differences between these two bases of accounting leading to an appreciation of IFRS implementation issues.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29)    **LEVEL:** Intermediate    **CPE:** 14 in Accounting

*“As always, the staff and educators at Booke go above and beyond - it is evident that they truly love their jobs and their clients as well. Thank you for your years of support and assistance in my personal development.”*

## Investment Accounting and Reporting

Acquire an understanding of investment accounting and financial reporting requirements for P&C and HMO/Health insurance companies.

The primary focus will be on the statutory reporting environment, but GAAP and federal income taxation rules for investments also will be addressed. Emphasis will be given to new accounting and reporting guidelines.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 12 in Accounting

SAVE \$500! Taking this seminar with any of the following as a combination during the same week qualifies for \$500 off the total tuition:

- Overview of Statutory Financial Reporting (provides a basic understanding of the P&C business and its financial reporting)
- Derivative Accounting and Reporting

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## Loss Reserve Analysis

Develop an understanding of the techniques used in estimating ultimate loss costs and in evaluating reserve adequacy.

You will hear a casualty actuary discuss methods used in determining and evaluating reserves from an actuarial perspective. Examples and case studies will be used.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 12 in Accounting

SAVE \$500! Take with the Schedule P Preparation seminar - conveniently scheduled to precede this seminar - as a combination for \$500 off the total tuition.

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## Overview of Statutory Financial Reporting

Gain a basic understanding of P&C insurance and key accounting concepts used in the industry. You will also learn about industry lines of business and terminology, the structure of the NAIC Annual Statement, and the reporting of premiums, losses and expenses. This seminar will conclude with a review of the statutory balance sheet and income statement.

**TUITION:** \$1,295 (\$50 off for eBook; see page 29) **LEVEL:** Overview **CPE:** 8 in Accounting

SAVE \$500! Taking this seminar with any of the following as a combination during the same week qualifies for \$500 off the total tuition:

- Accounting and Financial Reporting
- Federal Income Taxation
- Investment Accounting and Reporting
- Statutory Accounting Principles

# Reinsurance 1: The Fundamentals

Learn the five functions of P&C reinsurance and examine the five traditional forms of P&C reinsurance: Quota Share, Surplus Share, Excess of Loss, Catastrophe and Stop Loss. We will address their characteristics, functions, advantages and disadvantages.

The financial impact of reinsurance will be illustrated through case study examples that review reinsurance accounting.

The course concludes with a review of the statutory reinsurance balance sheet accounts, their relationship to Schedule F – Parts 1 and 3 and a detailed look at the calculation of the provision for reinsurance.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 14 in Accounting

TAKE BOTH REINSURANCE SEMINARS AS A COMBINATION AND SAVE \$500 OFF THE TOTAL TUITION!

Designed to complement Reinsurance 1, Reinsurance 2 addresses more advanced topics and is conveniently scheduled to follow Reinsurance 1.

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## Reinsurance 2: Beyond the Fundamentals

Learn about the more complex reinsurance contract features and accounting issues. Included is a discussion of the interrelationships of multiple reinsurance agreements, a look at specific contract features, an examination of certain reinsurance contract provisions, and a discussion of reinsurance accounting and reporting requirements.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 12 in Accounting

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## Schedule P Preparation

Acquire an understanding of the contents, uses and analytical value, of Schedule P of the Annual Statement, and of the techniques used in the preparation of each of its seven parts.

This seminar is specifically targeted to those who will be preparing Schedule P, and also to those who desire a comprehensive understanding of the relationships within Schedule P to facilitate review and to provide a basis for analysis. Examples and extensive case studies will be used.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 12 in Accounting

SAVE \$500! Take the Loss Reserve Analysis seminar - conveniently scheduled to follow this seminar - as a combination for \$500 off the total tuition.

# Statutory Accounting Principles\*

\*There's a SSAP for That!

Broaden your existing knowledge of statutory accounting theory found in the NAIC Accounting Practices and Procedures Manual (AP&P Manual).

Examination of Statements of Statutory Accounting Principles (SSAPs) will include key accounting concepts, significant interpretations, disclosure requirements and other reporting considerations. A completed Annual Statement will be used to illustrate application of these discussion points.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 14 in Accounting

SAVE \$500! This seminar assumes a basic understanding of the P&C business and its financial reporting. Those needing this knowledge prior to taking this seminar should consider taking Overview of Statutory Financial Reporting in combination for \$500 off the total tuition.

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## Update on Accounting and Reporting

In this one-day update seminar, you will learn about all accounting and financial reporting changes for 2015 and beyond. Teaching sessions will help you understand changes to the Annual Statement blank, including illustrations from a completed model company Annual Statement.

You will also learn about changes to the NAIC Annual Statement Instructions and the NAIC Accounting Practices and Procedures Manual and get a preview of changes to next year's Quarterly and Annual Statements. We will identify recent NAIC activities including ORSA and Corporate Governance along with GAAP and IFRS developments specific to P&C insurers.

**TUITION:** \$945 (\$50 off for eBook; see page 29) **LEVEL:** Overview **CPE:** 7 in Accounting

### **DATES AND LOCATIONS:**

October 9 - The Hawthorne Inn, Winston-Salem, North Carolina

October 26 - Four Points by Sheraton Los Angeles Airport, Los Angeles, California

November 4 - Renaissance Columbus Downtown, Columbus, Ohio

November 5 - Hilton Chicago O'Hare Airport, Chicago, Illinois

November 11 - Hilton Boston Back Bay, Boston, Massachusetts

November 18 - The Mirage Hotel & Casino, Las Vegas, Nevada

December 3 - DoubleTree Orlando Airport, Orlando, Florida

*"Very informative...the time allocation was on point in order to address all topics."*

*"Very comprehensive look at the P&C changes."*

# P&C On Demand Courses

## **ON DEMAND COURSES ARE AVAILABLE 24/7**

These are self-directed courses that take you through a variety of subject matter. Download slides, glossary, and any supplemental attachments for reference before launching the course. You get immediate feedback on review questions and receive your grade instantly after completing the final exam. If you need to stop the course, our system remembers where you left off. When you pass the final, you can download or print your CPE certificate within minutes. Plus, the certificates are saved and available to print at any time. Our system will keep track of the courses you took and your CPE you've earned.

## **P&C ON DEMAND COURSES INCLUDE:**

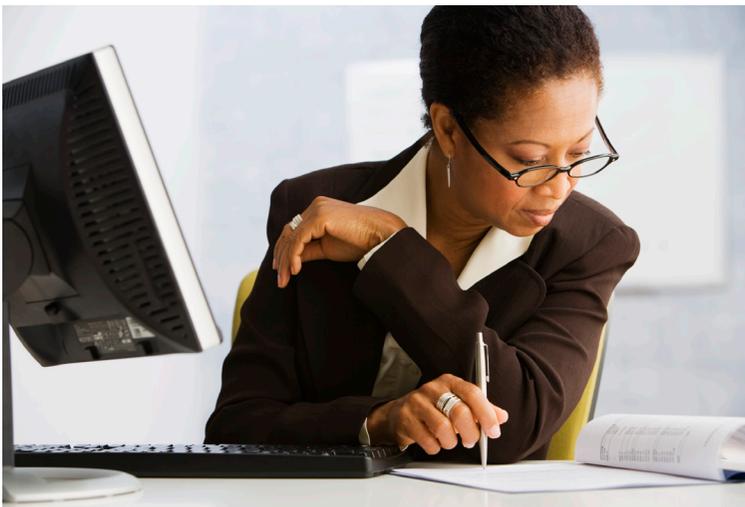
- Fair Value Accounting & Reporting** - Intermediate, 1.5 CPE hours in Accounting
- Introduction to Financial Planning** - Basic, 1.5 CPE hours in Accounting
- Introduction to Insurance Accounting & Finance** - Basic, 2 CPE hours in Accounting
- Introduction to P&C Risk-Based Capital** - Overview, 2 CPE hours in Accounting
- Introduction to Statutory Accounting for Bonds** - Basic, 1 CPE hour in Accounting
- Accounting & Reporting of Other-Than-Temporary Impairments-Debt & Equity Securities-**  
Basic, 1.5 hours in Accounting

### **P&C Concepts Series:**

- Expenses** - Basic, 1 CPE hour in Accounting
- Federal Income Tax Overview** - Basic, 2 CPE hours in Accounting
- Industry Overview** - Basic, 1 CPE hour in Accounting
- Introduction to Financial Statements** - Basic, 1 CPE hour in Accounting
- Introduction to P&C Reinsurance** - Basic, 1.5 CPE hours in Accounting
- Losses** - Basic, 2 CPE hours in Accounting
- Overview of Investment Accounting** - Basic, 1.5 CPE hours in Accounting
- Premiums** - Basic, 1 CPE hour in Accounting

**Statutory Accounting for Subsidiary, Controlled & Affiliated Entities** -  
Intermediate, 1.5 CPE hours in Accounting

**Unaffiliated Debt & Equity Securities** - Intermediate, 1.5 CPE hours in Accounting



# P&C Webinars

## **WEBINARS ARE GROUP-LIVE COURSES TAUGHT OVER THE INTERNET**

Webinars generally cover popular and “hot” topics and confer from 1 to 3 CPE credit hours.

Multiple attendees receive \$20 when on the same registration! See upcoming webinars and register at [www.bookeseminars.com/webinars/webinars](http://www.bookeseminars.com/webinars/webinars).

## **EXPECTED WEBINAR TOPICS FOR 2015:**

- **2015 Blanks & Instructions Changes for All Statement Types** - Update, 1.5 CPE hours in Accounting
- **2015 Federal Income Tax Update for Insurance Companies** - Update, 2 CPE hours in Taxes
- **Fundamentals of P&C Insurance Series** - Basic Level:
  - **Industry & Accounting Overview** - 2 CPE hours in Accounting
  - **Losses** - 2 CPE hours in Accounting
  - **Premiums** - 2 CPE hours in Accounting
  - **Operating Expenses** - 1.5 CPE hours in Accounting
- **Update on 2015 P&C Risk-Based Capital Changes** - Update, 1 CPE hours in Accounting

We schedule webinars about 2 weeks in advance and those who have signed up for our emails receive first notice. Go to our website and **Join Our Email List** to receive advance email notification of upcoming courses and other Booke announcements.

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# P&C Annual Statement Handbook

## **SAVE TIME UNDERSTANDING AND PREPARING THE P&C ANNUAL STATEMENT (YELLOW BOOK) AND KEEP ABREAST OF CURRENT STATUTORY FINANCIAL REPORTING THEORY AND PRACTICE.**

### **Read thorough descriptions and explanations of:**

- Order of preparation and other logistics
- Comprehensive analysis of deferred taxes using required disclosures and step-by-step examples of SSAP 101 admissibility tests
- Supporting worksheets for the Cash Flow page
- Invested asset schedules & exhibits, SVO filing procedures, NAIC valuation rules
- Notes to Financial Statements, and much more

The handbook is available in both a Web version for \$550 - accessed via a password protected online site - and a hard copy for an extra \$200.

Companies that use TCP (our Annual Statement software) may purchase the Handbook as a context-sensitive help file for use within TCP on their renewal form.

**See our website for more details, preview the contents, and to order your Handbook.**

## 2015 Life Public Seminar Schedule

SEMINAR	ORLANDO	NEW ORLEANS	CHICAGO
Accounting & Financial Reporting \$1,945 (20 CPE) See page 16	June 16-18		
Actuarial Concepts for Non-actuaries \$1,595 (14 CPE) See page 16		June 25-26	August 24-25
Annual Statement \$2,345 (28 CPE) See page 16			
Derivative Accounting & Reporting \$1,495 (12 CPE) See page 17	June 15-16*		August 27-28*
Federal Income Tax \$2,045 (20 CPE) See page 17		June 23-25	
GAAP for Life Insurance Companies \$1,945 (20 CPE) See page 17			
International Financial Reporting Standards \$1,595 (14 CPE) See page 18			
Investment Accounting & Reporting \$1,595 (14 CPE) See page 18	June 17-18*		August 25-26*
Overview of Statutory Financial Reporting \$1,295 (8 CPE) See page 19	June 16*		August 26*
Reinsurance \$1,495 (12 CPE) See page 19			August 26-27
Statutory Accounting Principles \$1,595 (14 CPE) See page 19	June 17-18*		August 27-28*
Update on Accounting & Financial Reporting** \$945 (7 CPE) See page 20	<b>See Page 20 for Update Schedule</b>		

Seminar hotels are listed on page 30. See page 31 for registration details and cancellation policy.

Save \$50 when choosing eBook Reader. Read more on page 29.

# 2015 Life Public Seminar Schedule

BOSTON	LAS VEGAS	LAS VEGAS	WINSTON-SALEM	WINSTON-SALEM
September 15-17	October 26-28		December 2-4	
	October 26-27			
September 15-18		November 16-19		December 8-11
	October 28-30		December 1-3	
				December 8-10
September 17-18		November 19-20		
	October 27*			
		November 19-20		
	October 28-29*			
<b>See Page 20 for Update Schedule</b>				

\* Save \$500 on qualifying seminar combinations. See seminar descriptions for more information.

\*\* If your company uses our TCP software, you may also want to attend the Users Group Conference on November 19. Details will be sent by email to your company's TCP contact in June.

## Accounting and Financial Reporting

Receive a thorough orientation to life insurance fundamentals and the framework of both Statutory and GAAP accounting for life insurance companies. More experienced participants will receive a concise refresher on these concepts.

You will gain a comprehensive understanding of statutory and GAAP accounting in the areas of product accounting and investment accounting.

The course also provides an overview of risk-based capital, federal income taxation of life insurance companies, reinsurance, and separate accounts.

**TUITION:** \$1,945 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 20 in Accounting

*“The course was extremely helpful for me being new to the insurance industry - not only did I learn accounting methods, it helped to explain basic terminology and practices.”*

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## Actuarial Concepts for Non-Actuaries

Gain an understanding of actuarial impact on the GAAP and statutory financial statements. The emphasis is on obtaining a simple, conceptual understanding rather than on detailed calculations.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 14 in Accounting

*“I am very pleased with the content for this seminar and especially with Barry. He is a wonderful instructor and made the material easier to learn and understand.”*

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## Annual Statement for Life Insurance Companies

Gain a comprehensive understanding of life insurance fundamentals, statutory accounting concepts, and the purposes and contents of the Life and Accident & Health Annual Statement (Blue Book).

This three-and-a-half day seminar addresses virtually every page, exhibit, and schedule in the Blue Book. Class discussion will center on a comprehensive textbook and a completed life insurance company annual statement.

**TUITION:** \$2,345 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 28 Hours in Accounting

*“After being in the insurance industry for 3 years now, it makes a lot more sense after this class.”*

In addition to the textbook, you will receive web access to the current Booke Life Company Annual Statement Handbook, a \$550 value.

Companies that use TCP and send staff to this seminar may receive the Handbook as a context-sensitive help file for use within TCP for an additional \$100.

## Derivative Accounting and Reporting

Derivatives are complex financial instruments used by many insurance companies to manage their exposure to various types of risks. You will learn how derivatives are defined and how insurance companies utilize them to manage risk. The course will explore, through class examples, the nuances that arise from variations in statutory and U. S. GAAP accounting treatment for derivatives.

You will also obtain an understanding of the documentation, hedge classification, reporting, and disclosure requirements for this specialized accounting topic. The seminar will cover the existing hedge accounting guidance under International Financial Reporting Standards (IFRS) and the differences between U. S. GAAP and IFRS as well as new developments.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 12 in Accounting

SAVE \$500! Add Investment Accounting and Reporting - conveniently scheduled to follow this seminar - for \$500 off the total tuition.

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## Federal Income Taxation

Develop an understanding of the theory and structure of life insurance company Federal income taxation, acquire the knowledge and skills needed to complete or review Form 1120-L — U.S. Life Insurance Company Income Tax Return, and learn how Federal income taxation affects statutory and U.S. GAAP financial statement reporting and disclosure.

The textbook for this seminar includes a detailed illustration, along with supporting work papers, of a completed Form 1120-L from a model life insurance company's Statutory Annual Statement.

**TUITION:** \$2,045 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 20 in Taxes

Receive FIT software for free or receive a FIT seminar credit (a \$550 value)! Companies not currently using FIT will receive the 2015 version free with a tax seminar registration. Current FIT users will receive a \$550 credit towards your tax seminar registration.

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## GAAP for Life Insurance Companies

Learn key GAAP concepts for life insurers, including the ways policyholder reserves and deferred policy acquisition costs drive GAAP financial results.

You will also learn the fundamentals of GAAP guidance for life insurance companies - including accounting and reporting for products, reinsurance, and invested assets, as well as gain an understanding of some more complex applications of GAAP for life insurers.

**TUITION:** \$1,945 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 20 in Accounting

*"More material was covered than I anticipated, so I was very pleased."*

# International Financial Reporting Standards

Gain an understanding of key International Financial Reporting Standards (IFRS) for insurers, including accounting for financial assets and the valuation methods used for invested assets, as well as the accounting and reporting for insurance and investment contract liabilities.

In addition, you will receive updates to emerging guidance for financial instruments and insurance contracts. Frequent comparisons with U.S. GAAP will enable you to identify the key differences between these two bases of accounting leading to an appreciation of IFRS implementation issues.

**WHO SHOULD ATTEND:** Anyone who prepares, reviews, audits, or contributes to IFRS or GAAP financial statements today, or expects they will have to comply with the SEC in the future. In addition, analysts, management or others seeking insight into the most significant drivers of IFRS financial results for insurers.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 14 in Accounting

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## Investment Accounting and Reporting

You will acquire a fundamental understanding of the nature and types of invested assets used by life insurance companies. Invested assets are the dominant asset for Statutory purposes; as a result, this course will review the Statutory Annual Statement investment schedules, exhibits and worksheets.

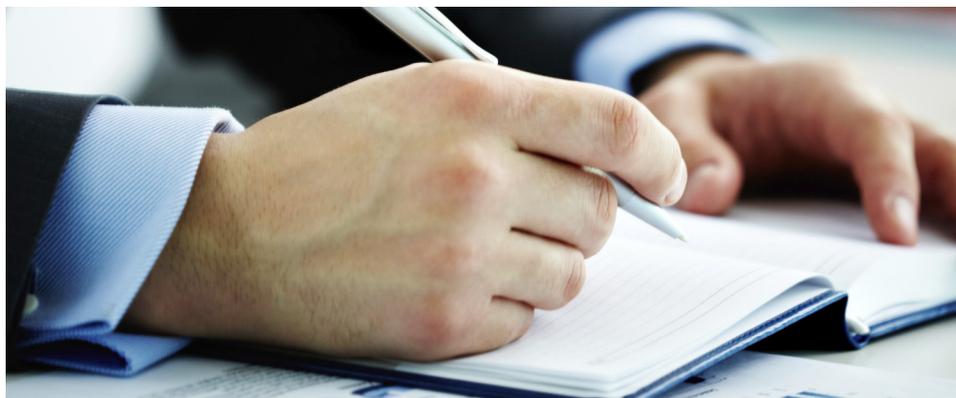
The seminar materials also explore the presentation and disclosure of invested assets in the U.S. GAAP balance sheet and financial statement footnotes. We will utilize class exercises to enhance participant's understanding of key elements of the accounting and reporting for invested assets.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 14 in Accounting

*“Great seminar - I could apply all concepts to my current position and feel more confident in my core job responsibilities.”*

SAVE \$500! Take this seminar with one of the following as a combination for \$500 off the total tuition:

- Overview of Statutory Financial Reporting
- Investment Accounting and Reporting



# Overview of Statutory Financial Reporting

Gain a basic understanding of the NAIC Life Annual Statement and key statutory accounting concepts used in the life insurance industry.

You will also learn about the structure and contents of the NAIC Annual Statement, including the balance sheet, operating statements, exhibits, notes and general interrogatories. In addition, investment schedules and will be introduced.

This seminar will conclude with a discussion of the purpose, components and impact of the Life Risk-Based Capital formula.

**TUITION:** \$1,295 (\$50 off for eBook; see page 29) **LEVEL:** Overview **CPE:** 8 in Accounting

SAVE \$500! Taking this seminar with any of the following as a combination during the same week qualifies for a \$500 discount off the total tuition:

- Statutory Accounting Principles
- Investment Accounting and Reporting

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## Reinsurance for Life Insurance Companies

Learn about risk transfer, the forms of reinsurance used by life insurance companies and the U.S. GAAP and statutory accounting and financial reporting requirements for reinsurance transactions.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 12 in Accounting

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## Statutory Accounting Principles\*

\*There's a SSAP for that!

Broaden your existing knowledge of Statutory accounting theory found in the NAIC Accounting Practices and Procedures Manual. This survey of Statements of Statutory Accounting Principles (SSAPs) will include key accounting concepts, significant interpretations, disclosure requirements and other reporting considerations. A completed Annual Statement will be used to illustrate application of these discussion points.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 14 in Accounting

*"I was very impressed with the information covered. I was able to learn the objectives that I wanted to gain a better knowledge of, as well as additional life insurance knowledge in general."*

SAVE \$500! This seminar assumes a basic understanding of the Life business and its financial reporting. Those needing this knowledge prior to taking this seminar should consider taking Overview of Statutory Financial Reporting in combination for \$500 off the total tuition.

# Update on Accounting and Financial Reporting for Life and Health Insurance

In this one-day update seminar, you will learn about all accounting and financial reporting changes for 2015 and 2016. Teaching sessions will help you understand changes to the Annual Statement blank, including illustrations from a completed model company Annual Statement.

You will also learn about changes to the NAIC Annual Statement Instructions and the NAIC Accounting Practices and Procedures Manual and get a preview of changes to next year's Quarterly and Annual Statements.

In addition, we will identify recent NAIC activities, and U.S. GAAP and IFRS developments specific to Life insurers will be covered.

**TUITION:** \$945 (\$50 off for eBooke; see page 29) **LEVEL:** Update **CPE:** 7 in Accounting

## **DATES AND LOCATIONS:**

November 5 - Hilton Chicago O'Hare Airport, Chicago, Illinois

November 10 - Hilton Boston Back Bay, Boston, Massachusetts

November 18 - The Mirage Hotel and Casino, Las Vegas, Nevada

December 3 - DoubleTree Orlando Airport, Orlando, Florida

*"Your update seminar has been very helpful for our year-end reporting."*

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## Life Annual Statement Handbook

**SAVE TIME UNDERSTANDING AND PREPARING THE LIFE ANNUAL STATEMENT (BLUE BOOK) AND KEEP ABREAST OF CURRENT STATUTORY FINANCIAL REPORTING THEORY AND PRACTICE.**

### **Read thorough descriptions and explanations of:**

- Statutory accounting theory
- Structure of the Annual Statement
- Preparation logistics and general filing requirements
- Notes to the Financial Statements
- Nonadmitted asset concept and rules
- Reserve theory for the non-Actuary, and much more

The handbook is available in both a Web version for \$550 - accessed via a password protected online site - and a hard copy for an extra \$200.

Companies that use TCP (our Annual Statement software) may purchase the Handbook as a context-sensitive help file for use within TCP on their renewal form.

**SEE OUR WEBSITE FOR MORE DETAILS, PREVIEW THE CONTENTS, AND TO ORDER YOUR HANDBOOK.**

# Life On Demand Courses

## ON DEMAND COURSES AVAILABLE 24/7

These are self-directed courses that take you through a variety of subject matter. Download slides, glossary, and any supplemental attachments for reference before launching the course. You get immediate feedback on review questions and receive your grade instantly after completing the final exam. If you need to stop the course, our LMS remembers the last section you completed. When you pass the final, you can download or print your CPE certificate within minutes. Plus, the certificates are saved and available to print at any time. Our system will keep track of the courses you took and the CPE you've earned.

## LIFE ON DEMAND COURSES INCLUDE:

**Introduction to Life Insurance Accounting & Finance** - Basic, 3 CPE hours in Accounting

**Life Risk-Based Capital** - Basic, 1.5 CPE hours in Accounting

**Life Financial Reporting Series and Life Statutory Reporting Series** including:

Federal Income Taxation

Reserves & Claim Liabilities

Industry Fundamentals

Invested Assets/Income

Policyholder Revenue Recognition

Deferred Acquisition Cost (LFR only)

Reinsurance

IMR/AVR (LSR only)

Separate Accounts

Certain Long-Duration Contracts (LFR only)

**Fair Value Accounting & Reporting**

**Introduction to Insurance Accounting**

**Introduction to Statutory Accounting for Bonds**

**Various investment accounting topics and more**

Read course details and register at [www.bookeseminars.com/on-demand-cpe-courses](http://www.bookeseminars.com/on-demand-cpe-courses)

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# Life Insurance Webinars

## WEBINARS ARE GROUP-LIVE COURSES TAUGHT OVER THE INTERNET

Booke webinars generally cover popular and "hot" topics and confer from 1 to 3 CPE credit hours.

Multiple attendees receive \$20 when on the same registration! See upcoming webinars and register at [www.bookeseminars.com/webinars/webinars](http://www.bookeseminars.com/webinars/webinars).

## EXPECTED WEBINAR TOPICS FOR 2015:

**2015 Federal Income Tax Update for Insurance Companies** - Update, 2 CPE hours in Taxes

**Statutory Reporting Implications of the Affordable Care Act** - Update, 2 CPE hours in Accounting

**Supplemental Health Care Exhibit** - Update, 2 CPE hours in Accounting

**Medical Loss Ratio and Rebate Calculations** - Update, 2 CPE hours in Accounting

**2015 Blanks & Instructions Changes for All Statement Types** - Update, 1.5 CPE hours in Accounting

**Interest Maintenance Reserve & Asset Valuation Reserve** - Basic, 3 CPE hours in Accounting

We schedule webinars about 2 weeks in advance and those who have signed up for our emails receive first notice. Go to our website and **Join Our Email List** to receive advance email notification of upcoming courses and other Booke announcements.

## 2015 Health Public Seminar Schedule

SEMINAR	ORLANDO	NEW ORLEANS	CHICAGO	LAS VEGAS	BOSTON	LAS VEGAS
Annual Statement \$2,345 (28 CPE) See page 22		June 23-26				Nov. 16-19
International Financial Reporting Standards \$1,595 (14 CPE) See page 23						Nov. 19-20
Investment Accounting and Reporting \$1,495 (12 CPE) See page 23	June 17-18*		Aug. 27-28*			
Overview of Statutory Financial Reporting \$1,295 (8 CPE) See page 23	June 16*		Aug. 26*	Oct. 27*		
Statutory Accounting Principles \$1,495 (12 CPE) See page 24	June 17-18*		Aug. 27-28*	Oct. 28-29*		
Update on Accounting and Financial Reporting** \$945 (7 CPE) See page 24	See page 24 for the Update schedule					

\* Save \$500 on qualifying seminar combinations. See seminar descriptions for more information.

\*\* If your company uses our TCP software, you may also want to attend the Users Group Conference on November 19. Details will be sent by email to your company's TCP contact in June. Seminar hotels are listed on page 30. See page 31 for registration details and cancellation policy.

Save \$50 when choosing eBook Reader. Read more on page 29.

### Health Annual Statement

Gain a comprehensive understanding of HMO-Health insurance industry fundamentals, Statutory accounting concepts, and the purposes and contents of the Health Annual Statement (Orange Book).

This three-and-a half day seminar addresses virtually every page, exhibit and schedule in the Orange Book. Class discussion will center on a comprehensive textbook and a completed Health Annual Statement.

**TUITION:** \$2,345 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 28 in Accounting

In addition to the textbook, participants will receive web access to the current Health Annual Statement Handbook, a \$550 value. Companies that use Booke's The Complete Package (TCP) Annual Statement software and send staff to this seminar may receive the Handbook as a context-sensitive help file for use within TCP for an additional \$100.

# International Financial Reporting Standards

Gain an understanding of key International Financial Reporting Standards (IFRS) for insurers, including accounting for financial assets and the valuation methods used for invested assets, as well as the accounting and reporting for insurance and investment contract liabilities.

In addition, you will receive updates to emerging guidance for financial instruments and insurance contracts. Frequent comparisons with U.S. GAAP will enable you to identify the key differences between these two bases of accounting leading to an appreciation of IFRS implementation issues.

**TUITION:** \$1,595 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 14 in Accounting

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## Investment Accounting and Reporting

Participants will acquire an understanding of investment accounting and financial reporting requirements for P&C, HMO and Health insurance companies.

The primary focus will be on the Statutory reporting environment, but U.S. GAAP and Federal income taxation rules for investments also will be addressed. Emphasis will be given to new accounting and reporting guidelines.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Basic **CPE:** 12 Hours in Accounting

*“Very good seminar - material very relevant.”*

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## Overview of Statutory Financial Reporting

Gain a basic understanding of the NAIC Health Annual Statement and key Statutory accounting concepts used in the HMO and Health insurance industry. You will also learn about the structure and contents of the NAIC Annual Statement, including the balance sheet, operating statements, exhibits, notes and general interrogatories.

Investment schedules and exhibits will be introduced. This seminar will conclude with a discussion of the purpose, components and impact of the Health Risk-Based Capital formula.

**Tuition:** \$1,295 (\$50 off for eBook; see page 29) **Level:** Overview **CPE:** 8 in Accounting

*“Course was great. The slide booklet is a great resource I expect to use many times.”*

SAVE \$500! Taking this seminar with Statutory Accounting Principles as a combination qualifies for \$500 off the total tuition.

# Statutory Accounting Principles\*

\*There's a SSAP for that!

Broaden your existing knowledge of Statutory accounting theory found in the NAIC Accounting Practices and Procedures Manual.

This survey of Statements of Statutory Accounting Principles (SSAPs) will include key accounting concepts, significant interpretations, disclosure requirements and other reporting considerations. A completed Annual Statement will be used to illustrate application of these discussion points.

**TUITION:** \$1,495 (\$50 off for eBook; see page 29) **LEVEL:** Intermediate **CPE:** 12 in Accounting

SAVE \$500! This seminar assumes a basic understanding of the HMO/Health business and its financial reporting. Those needing this knowledge prior to taking this seminar should consider taking Overview of Statutory Financial Reporting in combination for \$500 off the total tuition.

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## Update on Accounting and Financial Reporting for Life and Health Insurance

In this one-day seminar, learn about all adopted accounting and financial reporting changes for 2015 and 2016. Teaching sessions will help you understand changes to the NAIC Health Annual Statement blanks for Life Insurance, Health Insurance, and Fraternal.

You will also learn about current changes to the NAIC Annual Statement Instructions and the NAIC *Accounting Practices and Procedures Manual*, and get a preview of changes to next year's Quarterly and Annual Statements.

Finally, we will survey recent NAIC activities and describe U.S. GAAP and IFRS developments specific to insurers.

**TUITION:** \$945 (\$50 off for eBook; see page 29) **LEVEL:** Update **CPE:** 7 in Accounting

### **DATES AND LOCATIONS:**

November 5 - Hilton Chicago O'Hare Airport, Chicago, Illinois

November 10 - Hilton Boston Back Bay, Boston, Massachusetts

November 18 - The Mirage Hotel & Casino, Las Vegas, Nevada

December 3 - DoubleTree Orlando Airport, Orlando, Florida

# Health On Demand Courses and Webinars

Booke offers you two ways to learn and earn CPE over the internet:

## **ON DEMAND COURSES AVAILABLE 24/7**

These are self-directed courses that take you through a variety of subject matter. Download slides, glossary, and any supplemental attachments for reference before launching the course. You get immediate feedback on review questions and receive your grade instantly after completing the final exam. If you need to stop the course, our LMS remembers where you left off. When you pass the final, you can download or print your CPE certificate within minutes. Plus, the certificates are saved and available to print at any time. Our system will keep track of the courses you took and your CPE you've earned.

## **THE BOOKE ON DEMAND CATALOG INCLUDES:**

Introduction to Insurance Accounting & Finance  
Fair Value Accounting & Reporting  
Introduction to Statutory Accounting for Bonds  
Statutory Accounting for Subsidiary, Controlled, & Affiliated Entities  
Unaffiliated Debt & Equity Securities

Read course details and register at:

**[www.bookeseminars.com/on-demand-cpe-courses](http://www.bookeseminars.com/on-demand-cpe-courses)**

## **GROUP LIVE WEBINARS CREATED AND TAUGHT BY OUR INSTRUCTORS**

We schedule "hot topic" webinars about 2 weeks in advance. Go to our website and **Join Our Email List** to receive email notification of upcoming courses and other Booke announcements.

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# Health Annual Statement Handbook

## **SAVE TIME UNDERSTANDING AND PREPARING THE HEALTH ANNUAL STATEMENT (ORANGE BOOK) AND KEEP ABREAST OF CURRENT STATUTORY FINANCIAL REPORTING THEORY AND PRACTICE.**

Read thorough descriptions and explanations of:

- The structure and flow of data within the Annual Statement
- Relevant changes to the 2015 Annual Statement Blank and Instructions
- Preparation logistics and general filing considerations
- How to complete each Annual Statement page, schedule, and exhibit
- The audited financial report, including a statutory disclosure checklist
- Key supplemental exhibits and schedules, 2015 Health Quarterly Statement, and more

The handbook is available in both a Web version for \$550 - accessed via a password protected online site - and a hard copy for an extra \$200. Companies that use TCP (our Annual Statement software) may purchase the Handbook as a context-sensitive help file for use within TCP on their renewal form.

**See our website for more details, to preview the contents, and to order your Handbook.**

# On Demand Company Subscription Plans

## **GIVE YOUR EMPLOYEES ACCESS TO OUR ON DEMAND COURSES.**

We handle course content, sign ups, track completion/CPE, plus give you a quantity discount.

There are two types of subscription plans: subscriptions based on a predetermined number of courses and unlimited 12-month subscriptions.

Depending on the plan selected, employees access our courses one of three ways:

1. Log into our Learning Management System (LMS) by use of a token
2. Through a branded sub domain exclusive to your company
3. Link to our courses through your company LMS

### **SUBSCRIPTION PLAN BY NUMBER OF COURSES**

These range from 50 to 100 courses at 33% and 45% off the price per CPE hour respectively.

Employees are provided with a token code to use for enrollment in Booke's Learning Management System (LMS). Employees set their user account up in our LMS and we provide a monthly report of employee usage.

### **UNLIMITED 12-MONTH SUBSCRIPTION**

This plan is priced by the number of users. We provide a branded landing page for employee access and a monthly report of employee usage. Your staff has unlimited access to our courses for the 12-month period that the subscription is in effect.

With either version, you determine which of our courses you want to allow access to. We add to our self-study catalog each year and will review the plan before renewing to make sure it continues to meet your company's needs.

For more details, and to see pricing, go to our website and click "Company Subscription Plans".



# On-Site Customized Training

## **AT YOUR LOCATION OR INTERNET-BASED - YOUR CHOICE**

Sending employees to public seminars may not be practical or cost-effective. Whether you call it On-Site, In-House, Private Seminars, or Customized Training, we can work with you to provide the best solution for your staff training goals.

### **CHOOSE YOUR TOPIC**

Select from any of our off-the-shelf seminars or tailor an agenda to your group's needs. We use your company's financials for illustration.

### **CHOOSE YOUR SCHEDULE**

We work with your schedule and can offer the most flexibility if you schedule early.

### **CHOOSE A METHOD OF DELIVERY**

- In-House private seminar where our instructor comes to your location
- Live instructor-led internet based training using interactive tools that engage participants (a great option for training employees in multiple locations)

### **INSTRUCTORS AND CPE**

We match the instructor to your requirements. Booke training qualifies for CPE credit.

Each organization's needs are different, therefore, our pricing depends upon the options selected. We will work with you and make suggestions to find the most cost-effective training solution.

Speak to any of our instructors about customized training at [336.728.2929](tel:336.728.2929).



# The Complete Package® Annual Statement Software

## **INCREASE PRODUCTIVITY WITH MINIMAL IT INVOLVEMENT.**

- Crosschecks take minutes to run and don't slow the program
- No expensive hardware or additional servers required
- Easy to learn, easy to use
- Perform the same task on multiple companies at the same time
- Pull prior year data automatically while setting up new statements
- Drill down to statement pages in 1 click from validation listing
- Create Excel files of statement pages
- Great support with access to our instructors for your accounting questions
- A TCP Cloud option is available

Pricing depends on how many companies you file. Generally, the more companies filed, the more cost effective TCP is.

Companies that switch to TCP will receive a 50% first-year discount PLUS free web training, and 50% off tuition for the NAIC Blanks & Instructions Changes webinar.

Try the software on us. Our free version includes everything you need to complete and file a Quarterly Statement. Read more about TCP at our website.

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## Federal Income Tax Provision & Return Support Software

### **STAND-ALONE SOFTWARE SPEEDS STATUTORY FEDERAL INCOME TAX PREPARATION.**

FIT automates:

- Quarterly/Annual Current and Deferred provisions
- Nonadmitted deferred tax asset calculation
- Note 9 electronic and hardcopy disclosures
- Tax return support and preparation

The Current and Deferred Provision and Disclosure component develops the current and deferred federal income tax for statement reporting, including Note 9, based on SSAP 101. This component is included in both the annual and quarterly versions.

The Stat-to-Tax workpapers component extracts data from the Annual Statement and allows the preparer to make both tax adjustments and reclassifications for the 1120-L or 1120-PC returns. This component is included in the annual version.

Our expanded Tax Handbook is available as a context-sensitive Help file within the FIT software.

Pricing is based on the number of companies. Organizations using TCP for Annual Statement preparation qualify for preferred pricing. Companies sending staff to our Federal Income Taxation public seminar, and not currently using FIT, will receive the 2015 version of FIT for free. Those not sending staff to our tax seminar may obtain a free quarterly version of FIT to try out on us. See more details at our website.

# eBooke Reader: Booke's Digital Application for Seminars

## **RECEIVE \$50 OFF YOUR TUITION WHEN CHOOSING EBOOKE READER!**

Stop lugging around textbooks and get your course materials digitally.

This standalone proprietary app allows you to:

- Receive digital textbooks and other course documents
- Take notes on your device
- Synchronize with instructor annotations
- Print from the application
- Transfer all to your office computer later

### **CAN I USE IT ON ANY DEVICE?**

eBooke Reader can be used on any Windows-based device. We expect an iOS version for iPads to be ready in time for the June seminars.

### **HOW DO I SELECT EBOOKE READER WHEN REGISTERING?**

When registering for a public seminar online, choose the eBooke Reader version of the seminar to add to your shopping cart. You will automatically receive the \$50 discount off the regular seminar tuition. If paying by check, see the Pay By Check Form which may be downloaded from our website.

### **HOW DO I GET THE APPLICATION?**

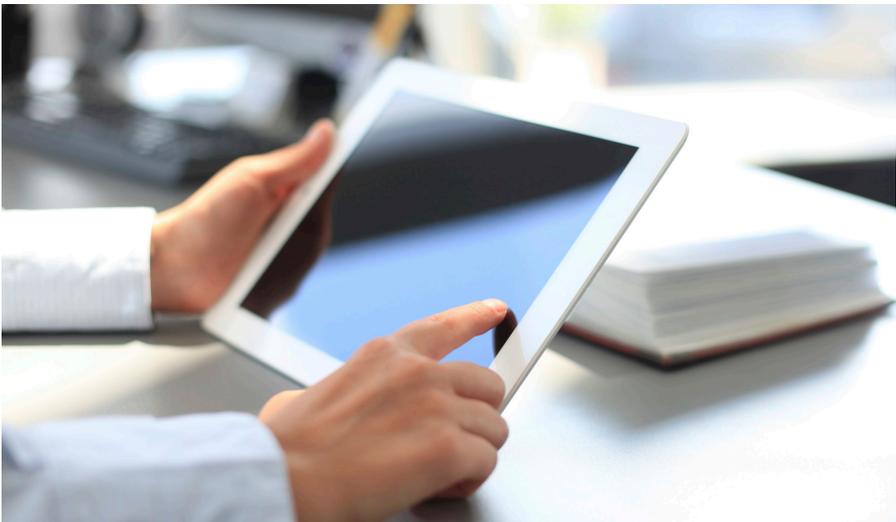
After you register, and prior to the seminar, we will send you an e-mail with download instructions.

### **WHEN WILL THE COURSE MATERIALS BE AVAILABLE ON EBOOKE READER?**

Although you can download and log in immediately, course materials will not be available until a week before the seminar.

### **WILL I BE ABLE TO RECHARGE MY DEVICE AT THE SEMINAR?**

We will provide electricity for eBooke participants at the seminar.



# Seminar Hotels

A block of rooms with special rates will be held at the hotels where seminars will be taught for up to 30 days prior to each seminar. It is recommended that you stay at the hotel where the seminar is being held. Make your reservation as soon as possible directly with the hotel and indicate that you are attending a Booke seminar. Preferred hotel room blocks may sell out depending upon demand.

Refer to the seminar city and week for each seminar to identify the correct hotel. Hotel, transportation and meals are not included in seminar tuition, except for a continental breakfast each morning and lunch on the first day.

CITY/WEEK(S)	HOTEL INFORMATION	PHONE	ROOM RATE
Atlanta July 27	Loews Atlanta Hotel 1065 Peachtree St NE, Atlanta, GA 30309	404.745.5000	\$199.00 (I, P)
Boston Sept. 14 & Nov. 9	Hilton Boston Back Bay 40 Dalton St, Boston, MA 02115	617.236.1100	\$235.00 (I)
Chicago Aug. 24	The Ritz-Carlton Chicago 160 E Pearson St, Chicago, IL 60611	312.266.1000	\$230.00 (I)
Chicago Nov. 5 Update	Hilton Chicago O'Hare Airport O'Hare International Airport, Chicago, IL 60666	773.686.8000	\$179.00
Columbus Nov. 4 Update	Renaissance Columbus Downtown 50 North Third St, Columbus, OH 43215	614.228.5050	\$174.00
Las Vegas Oct. 26	Red Rock Casino Resort & Spa 11011 W Charleston Blvd, Las Vegas, NV 89135	866.767.7773 702.797.7777	\$165.00
Las Vegas Nov. 16	The Mirage Hotel & Casino 3400 S Las Vegas Blvd, Las Vegas, NV 89109	702.791.7444	\$149 M-Th \$189 Su & F (I, F, R)
Los Angeles Oct. 26 Update	Four Points by Sheraton Los Angeles Airport 9750 Airport Blvd, Los Angeles, CA 90045	310.645.4600	\$109.00
New Orleans June 22	The Ritz-Carlton New Orleans 921 Canal St, New Orleans, LA 70112	800.826.8987	\$189.00 (I)
Orlando June 15	Hyatt Regency Grand Cypress 1 Grand Cypress Blvd, Orlando, FL 32836	407.239.1234	\$199.00 (I)
Orlando Sept. 21	Hyatt Regency Orlando 9801 International Dr, Orlando, FL 32819	407.284.1234	\$179.00 (I, F)
Orlando Dec. 3 Update	DoubleTree Orlando Airport 5555 Hazeltine National Dr., Orlando, FL 32812	407.856.0100	\$134.95
Winston-Salem Oct. 9 Update	The Hawthorne Inn & Conference Center 420 High St, Winston-Salem, NC 27101	877.777.3099 336.777.3000	\$109.00
Winston-Salem Nov. 30 & Dec. 7	Embassy Suites 460 N Cherry St, Winston-Salem, NC 27101	336.724.2300	\$135.00

Hotel rate inclusions: (F) Fitness Center Access (I) In-room internet (P) Discounted Parking (R) Resort Fee

# Public Seminar Registration

Register at [www.bookeseminars.com](http://www.bookeseminars.com) and click on Public Seminars. You may pay by credit card online or by check using the Pay By Check form.

After registration, you will receive a confirmation email with information about your seminar location, hotel accommodations and other important items.

## SEMINARS IN WINSTON-SALEM:

We suggest you use the Greensboro Piedmont Triad International Airport (GSO), located about 30 minutes away. Details concerning ground transportation from Greensboro to the Winston-Salem hotel will be provided after registration. Breakfast is included in the room rate for the designated Winston-Salem hotel.

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## Refunds and Cancellations

As long as you notify us before the seminar, you may send a replacement. If you cancel, we will deduct a \$200 administrative fee.

You may apply the remaining tuition balance, less any promotional discount, to any Booke seminar within 12 months or receive it as a refund, by calling [336.728.2929](tel:336.728.2929) or emailing [INFO@BOOKESEMINARS.COM](mailto:INFO@BOOKESEMINARS.COM)

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## Seminar Format and Discount Details

Booke seminars are Group-Live courses taught by our full-time, credentialed and experienced faculty, occasionally supplemented by other industry experts. Class sessions incorporate lectures, Q&A, case studies, and group discussions and analysis.

The \$500 discount for qualifying seminar combinations is valid for selected seminar pairs only and when ordered as a combination course in the same registration. Discount will not be applied to two courses purchased separately. For qualifying combinations, look for an asterisk (\*) in the seminar schedules and notes in the seminar descriptions.

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## CPE Information



Booke is registered with the National Association of State Boards of Accountancy (NASBA), as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be submitted to the National Registry of CPE Sponsors through its website: [www.learningmarket.org](http://www.learningmarket.org)

We are also registered as a sponsor of CPE programs directly with the State Boards of New Jersey, New York, and Texas. Per the California Board of Accountancy Regulations, our courses follow the provider requirements for continuing education as outlined in sections 88.1 and 88.2.