

CIC Registration Form

Agency Management Institute
April 21-23, 2010
Birmingham, Alabama

Name (Type or Print) _____ Designations (if any)

Agency/Company Name _____

Business Mailing Address _____

Your E-mail Address _____

City/State/Zip _____

() ()
Phone Number _____ Fax Number _____

Is this your first CIC Institute? Yes No

Is this your FINAL Institute to complete your designation? Yes No

Are you a CIC? Yes No

CIC Registration Fee: \$415.00

Paid by (Circle One) CHECK VISA MasterCard or AMEX

Credit Card Number _____ Expiration Date _____

Name as it appears on card (PRINT) _____

Authorized Signature _____

Make checks payable and mail to:
Alabama Independent Insurance Agents,
141 London Parkway
Birmingham, Alabama 35211
(205) 326-4129 • Fax (205) 326-3086

www.aita.org

Cancellation Policy:

There will be a 50% cancellation fee for cancellations within ten days of the institute. You may transfer 75% of your registration fee to another institute up to the day before the institute. **Cancellations the day of the institute and no shows will not receive a refund or be allowed to transfer any of the registration fee.** Substitutions will be honored at any time without penalty. For more information please call (205) 326-4129.

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodation to that disability. Please submit your request as far as possible in advance of the program you wish to attend. If you have any questions, please call (205) 326-4129.

Continuing Education Credit:

This course is approved for 20 hours, including 3 hours of ethics, Continuing Education Credit by the Alabama Insurance Department!

**Want to Register On-Line?
You Can!**

www.aita.org

Agency Management Institute

April 21-23, 2010
The AIIA Education Facility
Birmingham, Alabama

Sponsored By
Alabama Independent Insurance Agents, Inc.



SOCIETY of
CERTIFIED
INSURANCE
COUNSELORS



The Professional
Difference

AGENCY MANAGEMENT AGENDA

WEDNESDAY, April 21, 2010

- 7:30 am - 8:00 am Registration, Coffee & Rolls
- 8:00 am - 12:15 pm The Agency As An Organization
Gerald Hargrove, JD CIC CPIA LIC
Insurance Litigation Counselors
Euharlee, GA
- 12:15 pm - 1:15 pm Lunch
- 1:15 pm - 5:15 pm Managing & Sustaining Financial
Strength
Gerald Hargrove, JD CIC CPIA LIC
- 5:15 pm - 5:30 pm Exam Briefing

THURSDAY, April 22, 2010

- 8:00 am -12:00 pm Human Resources
Patrick A. Deem, Sr., CIC
PADSR, Inc.
Austin, TX
- 12:00 pm - 1:00 pm Lunch
- 1:00 pm - 5:00 pm Agency Productivity & Effectiveness
Dana Falardeau, CIC
One-On-One Concepts, Inc.
Southern Shores, NC

FRIDAY, April 23, 2010

- 8:00 am - 12:00 am Legal and Ethical Responsibilities
Dana Falardeau, CIC
- 12:00 pm -2:00 pm Lunch and Study Time
- 2:00 pm - 4:00 pm Examination

AGENCY MANAGEMENT

Let's face it, there is no better investment in yourself than quality education. And just as important to remember--there is no worse investment than outdated information, irrelevant material, or yesterday's news!

No one plans to fail, some just fail to plan!

That's why it is vital that you check out all the available information about your professional education. If it doesn't meet the highest standards in every category listed, you should run, not walk, to the next choice. CIC is a value and commitment you can count on.

Check us out!

*Extraordinary faculty!

*Comprehensive Materials, current forms, and up-to-the-minute information

HOTEL RESERVATIONS

A list of AIIA recommended hotels is available on our website. To obtain the list, go to www.aiaa.org and click on "Education" and then "AIIA Recommended Hotels".

The price for single or double accommodations will vary depending on the hotel.

WHAT IS CIC?

The Society of Certified Insurance Counselors (CIC) is a not-for-profit organization provides educational opportunities to help professionals succeed in the insurance industry. The five CIC institutes were developed as a dependable source of specific insurance knowledge for all industry professionals, with direct application to the realities of daily work. The CIC Program works toward strengthening the connections between business goals, insurance expertise, and the human elements involved in getting the job done. Each institute includes two and one-half days of classroom instruction, followed by an optional examination.

ELIGIBILITY AND IDENTIFICATION REQUIREMENTS

For an individual to attend an institute and/or sit for the examination, he or she must be licensed as an agent, broker, or solicitor; or have at least two years of full time experience as a practitioner in insurance or risk management; or have served at least two years as a full-time insurance faculty member at an accredited college or university.

All participants must present photo identification to the on-site registrar at the institute.

UPCOMING INSTITUTES

Commercial Casualty
The AIIA Education Facility
Birmingham, AL

May 19-21, 2010

Ruble Graduate Seminar
The Marriott Grand Hotel
Pt. Clear, AL

July 7 -9, 2010

Life & Health
The AIIA Education Facility
Birmingham, AL

August 11-13, 2010