

April 2010

AIA Education Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1 Trucking Insurance For Beginners Birmingham	2 Good Friday	3
4 Easter Sunday	5	6 Certified Insurance Service Representative WTH Seminar Huntsville	7	8	9	10
		Certified Professional Insurance Agent - CPIA 1, 2, & 3				
11	12	13	14	15	16	17
18	19	20	21	22	23	24
			CIC - Agency Management Institute			
25	26	27 Certified Insurance Service Representative Personal Auto Tuscaloosa	28 Certified Insurance Service Representative Personal Auto Montgomery	29 Certified Insurance Service Representative Personal Auto Mobile	30	

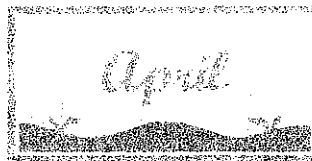
Mar 2010

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May 2010

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April 2010



Date: 4/1/10
Course: **"Trucking Insurance for Beginners"**
Description: Does Trucking Insurance scare you? You have a lot of questions, right? Now you can get some answers. Trucking Insurance for Beginners is designed for those agents that have not regularly pursued trucking risks. This program will identify the basic coverage requirements associated with transportation risks. You will learn the lingo of the trucking industry and remove some of the mystery surrounding how you can write more commercial auto insurance – specifically truckers insurance. Charlie Hadley of Sagamore Insurance Company will be your instructor for this course.
Locations: AIIA, 141 London Parkway, Birmingham, (205) 326-4129
Time: 8:00 A.M. – 3:00 P.M.
CE Credit: This course is approved for 6 hours of continuing education credit.
Cost: \$100 members/ \$120 non-members

Date: 4/6/10
Course: **Certified Insurance Service Representative – William T. Hold Seminar**
Description: An advanced customer service representative course. *The WTH seminar is only open to dues paying members of the Society of CISR or CIC.* The 2010 WTH Topics are Cyber Liability, Workers Compensation and Son of I Respectfully Disagree (coverage questions).
Location: Four Points Sheraton - Airport, 1000 Glen Hearn Blvd, Huntsville, (256) 772-9661
Time: 8:00 A.M. - 5:00 P.M.
CE Credit: This course is approved for 8 hours of continuing education credit.
Cost: \$175 - Course fee includes lunch.

Date: 4/6, 7, 8/10
Course: **Certified Professional Insurance Agent – CPIA 1, 2 and 3**
Description: A designation course dealing with prospecting, marketing and servicing clients. Completion of all three parts of the program leads to the CPIA designation. Attendance at the three courses is all that is required. There are no examinations.
Location: For all three days - AIIA, 141 London Parkway, Birmingham, (205) 326-4129
Time: 8:00 am – 4:00 pm
CE Credit: CPIA 1 & 2 are approved for 7 hours of continuing education credit. CPIA 3 is approved for 8 hours of continuing education credit. **CPIA 1 & 3 each includes 1 hour of ethics credit.**
Cost: \$216 – Attend all three modules for \$530 (save \$118) – Course fee includes lunch.

Date: 4/21-23/10
Course: **Certified Insurance Counselor – Agency Management Institute**
Description: An Advanced Comprehensive seminar detailing management subjects with a chance to network with other principals for an overall view of the management process. This course is one part of a five-part series, which leads to the Certified Insurance Counselor professional designation.
Location: AIIA, 141 London Parkway, Birmingham, (205) 326-4129
Time: Wednesday 8:00-5:30, Thursday 8:00-5:15, Friday 8:00-12:00, Exam Friday 2:00-4:00
CE Credit: This course is approved for 20 hours of continuing education credit including 3 hours of ethics credit.
Cost: \$415

Date: 4/27, 28, 29/10
Course: **Certified Insurance Service Representative – Insuring Personal Auto Exposures**
Description: This is an intermediate level personal auto and umbrella policy course that details coverage exposures and endorsements used to meet the client's needs. This is one part of a five-part series leading to the CISR professional designation. This course is open to all participants.
Locations: 27th Bryant Conference Center, 240 Bryant Drive, Tuscaloosa, (205) 348-3001
28th Auburn University Montgomery, 7430 East Dr., Montgomery (334) 244-3641
29th University of South Alabama, 307 N. University Blvd, Student Center, Mobile, (251) 460-6077
Time: 8:00 A.M. - 5:00 P.M.
CE Credit: This course is approved for 8 hours of continuing education credit.
Cost: \$175 - Course fee includes lunch.