<table>
<thead>
<tr>
<th>Date</th>
<th>Hours</th>
<th>Course</th>
<th>Location</th>
<th>Credits</th>
<th>Course Fee Member / Non-Member</th>
</tr>
</thead>
<tbody>
<tr>
<td>Oct. 26</td>
<td>9:00 am - 3:30 pm</td>
<td>ACSR #6 - Commercial Property Insurance</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>6 P/C</td>
<td>$130/ $180</td>
</tr>
<tr>
<td>Nov. 2</td>
<td>9:00 am - 4:30 pm</td>
<td>Personal Lines Related Coverages</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>5 P/C</td>
<td>$110/ $160</td>
</tr>
<tr>
<td>Nov. 9</td>
<td>8:00 am - 2:00 pm</td>
<td>IAIC MID-YEAR CONVENTION</td>
<td>Aqua Turf Club, Plantsville, CT</td>
<td>3 LRE</td>
<td>$95 / $155</td>
</tr>
<tr>
<td>Nov. 15</td>
<td>9:00 am - 4:30 pm</td>
<td>AAI 82B – Commercial Lines</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>7 P/C</td>
<td>$175 / $215</td>
</tr>
<tr>
<td>Nov. 16</td>
<td>9:00 am - 11:40 am</td>
<td>Life and Health Ethics</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>3 LRE</td>
<td>$60 / $85</td>
</tr>
<tr>
<td>Nov. 16</td>
<td>9:00 am - 11:40 am</td>
<td>Flood Insurance</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>3 P/C-Flood</td>
<td>$60 / $85</td>
</tr>
<tr>
<td>Nov. 27</td>
<td>9:00 am - 12:40 pm</td>
<td>ACSR 12 - Disability &amp; Health Insurance</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>4 L/H</td>
<td>$85/ $105</td>
</tr>
<tr>
<td>Nov. 28</td>
<td>9:00 am - 3:30 pm</td>
<td>ACSR #9 – Commercial Lines Related Coverages</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>6 P/C</td>
<td>$130 / $180</td>
</tr>
<tr>
<td>Nov. 29</td>
<td>9:00 am - 11:40 am</td>
<td>Ethics for Insurance Professionals</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>3 LRE</td>
<td>$60 / $85</td>
</tr>
<tr>
<td>Nov. 30</td>
<td>9:00 am - 11:40 am</td>
<td>Travel Insurance – Definition, History &amp; Public Awareness</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>3 PC</td>
<td>$60 / $85</td>
</tr>
<tr>
<td>Dec. 5</td>
<td>9:00 am - 12:40 pm</td>
<td>Front Line Underwriting</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>4 P/C</td>
<td>$60 / $85</td>
</tr>
<tr>
<td>Dec. 6</td>
<td>9:00 am - 4:30 pm</td>
<td>Business Life Insurance and Retirement Planning</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>6 L/H</td>
<td>$110 / $160</td>
</tr>
<tr>
<td>Dec. 7</td>
<td>9:00 am - 3:30 pm</td>
<td>ACSR #4 – Agency Errors &amp; Omissions</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>6 P/C</td>
<td>$130 / $180</td>
</tr>
<tr>
<td>Dec. 12</td>
<td>9:00 am - 11:40 am</td>
<td>Insurance Regulations - Connecticut</td>
<td>IIAC, 30 Jordan Lane Wethersfield</td>
<td>3 LRE</td>
<td>$60 / $85</td>
</tr>
</tbody>
</table>

Additional classes will be posted as they are scheduled

P / C = Property & Casualty
L / H = L/H
LRE = Laws, Regulations and Ethics

CONNECTICUT CONTINUING EDUCATION REQUIREMENTS

All resident agents are subject to continuing education for every line of authority.

The Connecticut Insurance Department has an extensive website (www.ct.gov/cid) offering information on licensing, forms, statutes, regulations (proposed and finalized) Please take advantage of this web site for valuable information.

Transcripts by accessing www.sircon.com. Once on the website, select “Look Up Education Courses / Credits” located under “Quick Start for Agents & Agencies.” This will bring you to an “Inquiries” page. Select “Continuing Education Transcript Inquiry.” Select “Connecticut” from the drop-down menu. Enter your license number and last name and click “submit.” You will now be able to view and print your transcript. Please note that transcripts are only accessible using producer license numbers.

Flood Insurance Course Requirement

Newly licensed agents are required to complete a flood program course during their first compliance period.
**3 and Done** – September 28, 2017; November 2, 2017; December 6, 2017 - Wethersfield

Whether you hold a Property & Casualty license, a Life & Health license, or both licenses, attendance at these 3 courses will complete your continuing education requirement of 24 CE credits.

** Please note – producers renewing their licensees for the first time will also need to attend a 3 credit Flood Course **

**Businessowner Seminar** – September 28, 2017 - Wethersfield

Instructor – Barbara Spear, CIC

This seminar was developed to help students understand some of the more important features available under the Businessowners program. Students will be asked to review the BOP Coverages by analyzing the policy form itself; first, looking at the eligibility and rating rules, and then a review of the property and liability coverages. An in-depth review of the various BOP policies available in CT will be included in the program. Students will be asked to consider optional endorsements used to modify the BOP contract. The final section will be on CT laws as they relate to the BOP contract.

(#100825) 6 PC & 2 LRE CE Credits (8)

**Personal Lines Related Coverages** – November 2, 2017 – Wethersfield (AM)

Instructor – Barbara Spear, CIC

This course will cover a variety of personal lines related coverages including: Key features of Umbrella and Inland Marine policies; Watercraft Issues; Property Liability Coverages and Exclusions; Endorsements and Pricing Issues; and Insurance Ethics and Connecticut Laws. Emphasis is placed on the importance of proper completion of applications, claims forms, binders, etc., and the necessity of completing and documenting inspection reports and surveys.

(#28089) 5 PC & 3 LRE CE Credits (8)

**Business Life Insurance and Retirement Benefit Planning** – December 6, 2017 Wethersfield

Instructor – Ron Lesieur, CLU, CIC

Course is designed to review changes and to outline what agencies need to be doing with regard to Business Life & Retirement Benefit Planning. Is intended for agents whose primary activity is outside of this area. Various issues, including Ethical issues, will be reviewed. The key points of Buy-Sell Agreements, Deferred Compensations, Key Employee Life, Split Dollar, and Executive Bonus Plans will also be covered.

(#30607) 6 LH & 2 LRE CE Credits (8)

Class Fee: $330 Members / Associate Members  
$480 Non-Members  
13 PC / 6 LH / 5 LRE CE Credits (24)

**AAI 82-B – Commercial Lines** – November 15, 2017– Wethersfield;

Instructor – Frank Pearson, CPCU, CIC, AIS and Barbara Spear, CIC

Course is one of nine segments required for the AAI designation. Program is recommended for all insurance production Personnel in any distribution system. It is particularly recommended for those individuals who deal directly with the insurance buying public. Program is designed to acquaint the producer, account executive or customer service representatives with the major coverage’s, which generate 90% of most agency’s premium volume. Recommended also for those who supervise producer or field representatives and for non-production employees who wish to begin careers in production or who have direct contact with clients. This program is for the advanced P&C individual and entails a commitment with substantial homework that will prepare the candidate for the National Exam. AAI 82-B Commercial Lines includes Commercial Crime, Businessowners and Farm Insurance. Workers Compensation and various other miscellaneous commercial coverages including business life insurance.

Class Fee: $175 Members / Associate Members  
$215 Non-Members  
(#52198) 7 PC / 1 LRE CE Credits (8)

**ACSR #4 – Agency Errors & Omissions** December 7, 2017 - Wethersfield

Instructor – Barbara Spear, CIC

* Note – the ACSR #4 course no longer qualifies agents insured through Swiss RE for E&O Loss Control credit *

Support your agency’s profitability by accurately identifying and assessing errors and omissions risks. Topics that will be covered are Defining Agency E&O basics; Handling new business to minimize agency E&O; Handling existing business to control agency E&O; and Servicing business to avoid E&O losses. Course is one of the two core modules required for Personal Lines, Commercial Lines and/or Life & Health ACSR designation.

An exam will be administered at the end of the class to those students working toward their ACSR designation.

Class Fee: $130 Members / Associate Members  
$180 Non-Members  
(#107032) 6 PC CE Credits (6)
### ACSR #9 – Commercial Lines Related Coverages – November 28, 2017 - Wethersfield
**Instructor** – Michelle Phelan, CPCU, ARM and Barbara Spear, CIC
Increase value to your agency and producers with a strong understanding of commercial lines coverages. Topics that will be covered are Workers Compensation and Employers Liability Insurance; Business Owner’s Policies; Commercial Crime Insurance; Surety Bonds; and Marine Coverage, Commercial Excess and Umbrella Liability. Course is one of six modules required to obtain the Commercial Lines ACSR designation. An exam will be administered at the end of the class to those students working toward their ACSR designation.

**Class Fee:**  
Members / Associate Members: $130  
Non-Members: $180  
(#107043) 6 PC (6)

### ACSR #12 – Disability & Health Insurance – November 27, 2017 - Wethersfield
**Instructor** – Ron Lesieur, CLU, CIC
Add value to your agency by learning to confidently recommend disability and health coverages that meet an individual’s specific planning needs. Topics that will be covered are Recommending disability and health insurance and understanding their loss exposures; Types of disability income insurance; Nongovernment healthcare programs; Government healthcare programs; and Long-term care coverage. Course is one of five modules required to obtain the Life & Health ACSR designation. An exam will be administered at the end of the class to those students working toward their ACSR designation.

**Class Fee:**  
Members / Associate Members: $85  
Non-Members: $105  
(#107060) 4 LH CE Credits (4)

### Business Life Insurance and Retirement Benefit Planning – December 6, 2017 - Wethersfield
**Instructor** – Ron Lesieur, CLU, CIC
Course is designed to review changes and to outline what agencies need to be doing with regard to Business Life & Retirement Benefit Planning. Is intended for agents whose primary activity is outside of this area. Various issues, including Ethical issues, will be reviewed. The key points of Buy-Sell Agreements, Deferred Compensations, Key Employee Life, Split Dollar, and Executive Bonus Plans will also be covered.

**Class Fee:**  
Members / Associate Members: $110  
Non-Members: $160  
(#30607) 6 LH & 2 LRE CE Credits (8)

### Ethics for Insurance Professionals – November 29, 2017 – Wethersfield (AM)
**Instructor** – Barbara Spear, CIC
In this three-hour seminar, attendees will review ethical practices relating to the Connecticut Insurance Law, and State Regulations; explore in depth an agent’s legal obligations as well as professional obligations to the insurance company, to customers and to the public; in the final section of the seminar, attendees will be given an opportunity to use their ethical training with several case studies.

**Class Fee:**  
Members / Associate Members: $60  
Non-Members: $85  
(#104698) 3 LRE CE Credits (3)

### Flood Insurance – November 16, 2017 – Wethersfield (AM)
**Instructor** – Doug Platt
This program will cover recent changes within the NFIP, the three STANDARD policy forms and elevation certificates. The Top 10 Facts for agents will be reviewed along with the Write-Your-Own Program, Community Participation, and Preferred Risk Policy. Local rating examples will be given. Marketing, Commissions and E & O Exposures will also be discussed.

**Class Fee:**  
Members / Associate Members: $60  
Non-Members: $85  
(#100556) 3 PC CE Credits (3)

### Front Line Underwriting – December 5, 2017 – Wethersfield (AM)
**Instructor** – Cathy Antrim, CIC, ACSR, API
This course will help new and seasoned agents and account representatives understand why “Front Line Underwriting” is important, the logic in insurance and the questions that need to be asked and answered when underwriting personal lines policies. The use of the internet as back-up verification in the underwriting process will also be covered.

**Class Fee:**  
Members / Associate Members: $60  
Non-Members: $85  
(#111339) 4 PC CE Credits (4)
### Personal Lines Related Coverages – November 2, 2017 – Wethersfield (AM)
**Instructor – Barbara Spear, CIC**
This course will cover a variety of personal lines related coverages including: Key features of Umbrella and Inland Marine policies; Watercraft Issues; Property Liability Coverages and Exclusions; Endorsements and Pricing Issues; and Insurance Ethics and Connecticut Laws. Emphasis is placed on the importance of proper completion of applications, claims forms, binders, etc., and the necessity of completing and documenting inspection reports and surveys.

**Class Fee:**

- $110 Members / Associate Members
- $160 Non-Members

(#28089) 5 PC & 3 LRE CE Credits (8)

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### Travel Insurance – Definition, History and Public Awareness – November 30, 2017 - Wethersfield (AM)
**Instructor – Judith A. Sutton and Barbara Spear, CIC**
Are you at a loss when your client asks you for your opinion on whether or not they should purchase travel insurance? This course is designed to provide you with a brief history of the evolution of distinct product features, review typical distribution channels and will incorporate current issues affecting the travel insurance industry. The instructors will review the unique product structure and key coverage elements (trip cancellation, trip interruption, missed connection, etc.). Practical case studies demonstrating the value of travel insurance will be presented.

**Class Fee:**

- $60 Members / Associate Members
- $85 Non-Members

(#112064) 3 PC CE Credits (3)

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**Symbol indicates designation course**
MAIL REGISTRATION FORM TO:
Independent Insurance Agents of CT, 30 Jordan Lane, Wethersfield, CT 06109

CHECK MUST ACCOMPANY REGISTRATION

You must report to class on time and present photo ID at sign in

Confirmation of registration will be e-mailed 10 – 14 days prior to class date

Cancellation / Refund Policy: Cancellation requests received within 2 weeks of the start of class will be subject to a 25% penalty fee. Cancellation of class where course materials have been mailed to student will be subject to a $25 S&H fee. Course materials are required to be returned in unused condition or the cost of materials will be deducted from any refund issued. No refunds or credits will be given once a course has begun. Substitutions are welcome.

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any request for accommodations to that disability. Your request should be submitted at least 2 weeks in advance of the program you will be attending.