



Independent Insurance Agents of Connecticut

2019 Professional Development Opportunities

30 Jordan Lane, Wethersfield, CT 06109

Phone: (860) 563-1950 / Fax: (860) 257-9981 / Website: www.iiact.org



All Courses are approved by the Connecticut Insurance Department

Date	Hours	Course	Location	Credits	Course Fee Member / Non-Member
May 21	11:30 am 1:30 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
May 22	1:00 pm 4:00 pm	Contractors, Contractors, Contractors Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS,	WEBINAR	3 P/C	\$65/ \$95
May 23	9:00 am 12:00 pm	Catastrophe: The Coverage Expertise You'll Need When It Matters Most Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	WEBINAR	3 P/C	\$65/ \$95
May 23	1:00 pm 4:00 pm	On Ethics: Data, Dilemmas and Knuckleheads Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
May 23	1:00 pm 3:00 pm	9 Rules for Reading an Insurance Policy Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
May 29	11:30 am 1:30 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
May 29	1:00 pm 4:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) Mastering Medicare & Social Security Chris Amrhein, AAI	WEBINAR	3 L/H	\$65/ \$95
June 5	1:00 pm 4:00 pm	Certificates of Insurance & Additional Insureds: Making Sense of It All Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	WEBINAR	3 P/C	\$65/ \$95
June 5	1:00 pm 3:00 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
June 6	9:00 am 11:40 am	Annuity Basics Ron Lesieur, CLU, CIC	IIAC, 30 Jordan Lane Wethersfield	3 L/H	\$60 / \$85
June 6	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
June 13	9:00 am 4:30 pm	Personal Lines Hot Topics Cathy Antrim, CIC, ACSR, API	IIAC, 30 Jordan Lane Wethersfield	8 P/C	\$110 / \$160
June 13	1:00 pm 4:00 pm	Health & Disability Insurance: Just the Facts Karin Klaassen, CLU, LUTCF	WEBINAR	3 L/H	\$65/ \$95
June 18	9:00 am 12:00 pm	Cyber Coverage – Data Breach & So Much More! Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS	WEBINAR	3 P/C	\$65/ \$95
June 18	11:30 am 1:30 pm	4 Key PL & CL Exposures Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
June 18	1:00 pm 4:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar Nicole Broch	WEBINAR	3 P/C	\$65/ \$95
June 19	9:00 am 11:40 am	Flood Insurance Curtis Bryan	IIAC, 30 Jordan Lane Wethersfield	3 P/C-Flood	\$60 / \$85
June 19	1:00 pm 3:00 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
June 20	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI & EBL Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
June 25	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95



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June 25	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps & Risk Management Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
June 25	11:30 am 1:30 pm	9 Rules for Reading an Insurance Policy Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
July 2	1:00 pm 4:00 pm	On Ethics: Data, Dilemmas and Knuckleheads Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
July 10	9: 00 am 12:40 pm	Misunderstood Coverages – Personal Auto Cathy Antrim, CIC, ACSR, API	IIAC, 30 Jordan Lane Wethersfield	3 P/C 1 LRE	\$60 / \$85
July 10	1:00 pm 3:00 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
July 11	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
July 11	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps & Risk Management Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
July 16	9:00 am 12:00 pm	Welcome to the Future Where Everyone Shares & Your Car Drives Itself Kym Martell, CRM, CIC, CRIS, AAI	WEBINAR	3 P/C	\$65/ \$95
July 16	1:00 pm 4:00 pm	Homeowners Policy Coverage Concerns for the Modern Family Nicole Broch	WEBINAR	3 P/C	\$65/ \$95
July 17	9:00 am 4:30 pm	AAI 83A Agency Management Frank Pearson, CIC	IIAC, 30 Jordan Lane Wethersfield	7 P/C 1 LRE	\$175 / \$215
July 18	11:30 am 1:30 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
July 24	1:00 pm 3:00 pm	9 Rules for Reading an Insurance Policy Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
July 30	11:30 am 1:30 pm	4 Key PL & CL Exposures Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
July 30	9:00 am 12:00 pm	Insurance Issues for Today's World Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	WEBINAR	3 P/C	\$65/ \$95
July 31	1:00 pm 4:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) Mastering Medicare & Social Security Chris Amrhein, AAI	WEBINAR	3 L/H	\$65/ \$95
Aug. 6	9:00 am 11:40 am	Financial Planning Ron Lesieur, CLU, CIC	IIAC, 30 Jordan Lane Wethersfield	3 L/H	\$60 / \$85
Aug. 8	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
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Aug. 13	1:00 pm 4:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar Nicole Broch	WEBINAR	3 P/C	\$65/ \$95
Aug. 14	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95



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Aug. 15	1:00 pm 4:00 pm	How Savvy Businesses Use Life Insurance to Hedge Against Financial Losses Karin Klaassen, CLU, LUCTF	WEBINAR	3 L/H	\$65/ \$95
Aug. 21	11:30 am 1:30 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Aug. 21	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI, & EBL Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
Aug. 27	1:00 pm 3:00 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
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Aug. 28	9:00 am 12:00 pm	Contractors, Contractors, Contractors Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS,	WEBINAR	3 P/C	\$65/ \$95
Aug. 28	1:00 pm 4:00 pm	Commercial Additional Insureds Endorsement- Status & Purpose Robin Federici, CPCU, AAI, ARM, AINS, AIS, CPIW	WEBINAR	3 P/C	\$65/ \$95
Aug. 29	11:30 am 1:30 pm	9 Rules for Reading an Insurance Policy Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Sept. 5	9:00 am 11:40 am	ACSR # 11 – Retirement Planning Ron Lesieur, CLU, CIC	IIAC, 30 Jordan Lane Wethersfield	3 L/H	\$85 / \$105
Sept. 11	9:00 am 4:30 pm	Life & Health Pre-Licensing Course Ron Lesieur, CLU, CIC Class Meets: Sept. 11, 18, 25, Oct. 2, 9, and 16	IIAC, 30 Jordan Lane Wethersfield	State Requirement	\$575 / \$875
Sept. 11	1:00 pm 4:00 pm	On Ethics: Data, Dilemmas and Knuckleheads Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
Sept. 17	9:00 am 12:00 pm	Certificates of Insurance & Additional Insureds: Making Sense of It All Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	WEBINAR	3 P/C	\$65/ \$95
Sept. 17	1:00 pm 3:00 pm	4 Key PL & CL Exposures Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Sept. 17	1:00 pm 4:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar Nicole Broch	WEBINAR	3 P/C	\$65/ \$95
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Sept. 18	1:00 pm 4:00 pm	Cyber Coverage – Data Breach & So Much More! Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS	WEBINAR	3 P/C	\$65/ \$95
Sept. 19	2:00 pm 5:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) Mastering Medicare & Social Security Chris Amrhein, AAI	WEBINAR	3 L/H	\$65/ \$95



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Sept. 24	9:00 am 4:30 pm	AAI 83 B Insurance Production Environment, Agency/Company Relations Frank Pearson, CIC	IIAC, 30 Jordan Lane Wethersfield	8 P/C	\$175 / \$215
Sept. 24	1:00 pm 3:00 pm	5 Contractor Coverage Concepts Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Sept. 24	1:00 pm 4:00 pm	Insuring Condominium and Homeowners Associations Kym Martell, CRM, CIC, CRIS, AAI	WEBINAR	3 P/C	\$65/ \$95
Sept. 25	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
Sept. 25	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps & Risk Management Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
Sept. 25	1:00 pm 3:00 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Sept. 26	9:00 am 4:30 pm	Personal Auto Cathy Antrim, CIC< ACSR, API	IIAC, 30 Jordan Lane Wethersfield	8 P/C	\$110 / \$160
Sept. 27	11:30 am 1:30 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Sept. 29	11:30 am 1:30 pm	9 Rules for Reading an Insurance Policy Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Oct. 3	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
Oct. 8	1:00 pm 4:00 pm	Insurance Issues for Today's World Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	WEBINAR	3 P/C	\$65/ \$95
Oct. 10	9:00 am 4:30 pm	AAI 81 C Commercial Property Bill Burnett, CPCU, CFA	IIAC, 30 Jordan Lane Wethersfield	8 P/C	\$175 / \$215
Oct. 15	1:00 pm 3:00 pm	4 Key PL & CL Exposures Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Oct. 15	1:00 pm 4:00 pm	Health & Disability Insurance: Just the Facts Karin Klaassen, CLU, LUTCF	WEBINAR	3 L/H	\$65/ \$95
Oct. 17	11:30 am 1:30 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Oct. 17	9:00 am 12:40 pm	Front Line Underwriting Cathy Antrim, CIC, ACSR, API	IIAC, 30 Jordan Lane Wethersfield	4 P/C	\$60 / \$85
Oct. 22	9:00 am 11:40 am	Medicare & Social Security Ron Lesieur, CLU, CIC	IIAC, 30 Jordan Lane Wethersfield	3 L/H	\$60 / \$85
Oct. 22	1:00 pm 3:00 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Oct. 22	1:00 pm 4:00 pm	Homeowners Policy Coverage Concerns for the Modern Family Nicole Broch	WEBINAR	3 P/C	\$65/ \$95
Oct. 24	11:30 am 1:30 pm	5 Contractor Coverage Concepts Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179



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Oct. 24	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
Oct. 24	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps & Risk Management Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
Oct. 29	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI, & EBL Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
Oct. 30	11:30 am 1:30 pm	9 Rules for Reading an Insurance Policy Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Oct. 31	9:00 am 4:30 pm	Businessowners Seminar *(Part of 3 & Done) Bill Burnett, CPCU, CFA	IIAC, 30 Jordan Lane Wethersfield	6 P/C 2 LRE	\$110 / \$160
Oct. 31, Nov. 14, Dec. 5	9:00 am 4:30 pm Each Day	3 and DONE!! Attend the 3 days specified and complete your CE credits whether you are P&C, L&H licensed or both. See course description for details. **1st time licensees will also need a Flood Course **	IIAC, 30 Jordan Lane Wethersfield	14 P/C 6 L/H 4 LRE	\$330 / \$480
Nov. 6	9:00 am 4:30 pm	AAI 83 C Agency Financial Management Frank Pearson, CIC	IIAC, 30 Jordan Lane Wethersfield	8 P/C	\$175 / \$215
Nov. 6	1:00 pm 3:00 pm	5 Contractor Coverage Concepts Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Nov. 6	1:00 pm 4:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) Mastering Medicare & Social Security Chris Amrhein, AAI	WEBINAR	3 L/H	\$65/ \$95
Nov. 7	1:00 pm 4:00 pm	On Ethics: Data, Dilemmas and Knuckleheads Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
Nov. 12	1:00 pm 3:00 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Nov. 13	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
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Nov. 14	9:00 am 4:30 pm	Business Life & Retirement Planning*(Part of 3 & Done) Ron Lesieur, CLU, CIC	IIAC, 30 Jordan Lane Wethersfield	6 L/H 2LRE	\$110 / \$160
Nov. 19	9:00 am 12:00 pm	Welcome to the Future Where Everyone Shares & Your Car Drives Itself Kym Martell, CRM, CIC, CRIS, AAI	WEBINAR	3 P/C	\$65/ \$95
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Dec. 3	9:00 am 12:40 pm	ACSR #12 – Disability & Health Insurance Ron Lesieur, CLU, CIC	IIAC, 30 Jordan Lane Wethersfield	4 L/H	\$85 / \$105
Dec. 3	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry Chris Amrhein, AAI	WEBINAR	3 LRE	\$65/ \$95
Dec. 5	9:00 am 4:30 pm	Homeowner Insurance* (Part of 3 & Done) Cathy Antrim, CIC, ACSR, API	IIAC, 30 Jordan Lane Wethersfield	8 P/C	\$110 / \$160
Dec. 5	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI, & EBL Chris Amrhein, AAI	WEBINAR	3 P/C	\$65/ \$95
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Dec. 10	1:00 pm 4:00 pm	Homeowners Policy Coverage Concerns for the Modern Family Nicole Broch	WEBINAR	3 P/C	\$65/ \$95
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Dec. 12	10:00 am 12:00 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
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Dec. 17	1:00 pm 3:00 pm	9 Rules for Reading an Insurance Policy Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179



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Dec. 18	10:00 am 12:00 pm	3 Keys to Getting Named Insured Correct Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
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Dec. 19	10:00 am 12:00 pm	5 Contractor Coverage Concepts Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Dec. 19	1:00 pm 3:00 pm	5 Contractor Coverage Concepts Every Agent Must Understand Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Dec. 20	10:00 am 12:00 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179
Dec. 20	1:00 pm 3:00 pm	Rules for Developing the Correct Premium Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS	Virtual University WEBINAR**	2 P/C	\$79/ \$179

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

Additional classes will be posted as they are scheduled

Please check www.iiact.org

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 can be obtained 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.

** **VU Webinars Registration** link is included individually in descriptions below OR please click on this link:

<https://www.independentagent.com/Education/Webinars/Pages/live-webinars/live-webinars.aspx>



Symbol indicates Designation course



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3 and Done –10/31/2019, 11/14/2019 and 12/5/2019

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 ****

Business Life Insurance and Retirement Benefit Planning –November 14, 2019- 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) Individual Class Fee: \$110 Members/Associate Members \$160 Non-Members

Businessowners Seminar –October 31, 2019 - Wethersfield

Instructor: Bill Burnett, CPCU

This seminar has been 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. Also, 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) Individual Class Fee: \$110 Members/Associate Members \$160 Non-Members

Homeowner Insurance – December 5, 2019 – Wethersfield

Instructor: Cathy Antrim

This program will examine homeowners' contracts. Students will become familiar with laws governing home ownership, plus the policy coverages, terms, conditions and exclusions. The program will also examine the homeowner applications, eligibility and policy structure, insurance to value requirements, and special endorsements.

(#28087) 8 PC CE Credits (8) Individual Class Fee: \$110 Members/Associate Members \$160 Non-Members

3 & Done Class

Fee: \$330 Members / Associate Members \$480 Non-Members 14 PC / 6 LH / 4 LRE CE Credits (24)

3 Keys to Getting the Named Insured Correct –VU WEBINAR

May 21, 2019	11:30 am – 1:30 pm
June 19, 2019	1:00 pm – 3:00 pm
July 18, 2019	11:30 am – 1:30 pm
Aug. 27, 2019	1:00 pm – 3:00 pm
Sept. 27, 2019	11:30 am – 1:30 pm
Oct. 17, 2019	11:30 am – 1:30 pm
Nov. 12, 2019	1:00 pm – 3:00 pm
Dec. 18, 2019	10:00 am – 12:00 pm
Dec. 18, 2019	1:00 pm – 3:00 pm

Instructor: Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, WCA, CRIS, AINS

Before any claim gets paid, status as an “insured” must exist. Is the person or entity suffering or causing loss, injury or damage and insured? If the answer is “no”, there is no need to go any further. If “insured” status does not exist, all your hard work is wasted; no one will ever find out how good you are at designing coverage because you messed up at the beginning. If you mess this up, you will have a ticked off insured and maybe an E&O claim you never expected. You have to get this one detail – the named insured – correct.

Webinar Fee: \$79 Members/ Associate Members \$179 Non-Members (#113807) 2 PC CE Credits (2)

PLEASE REGISTER FOR THIS WEBINAR THROUGH THIS LINK: <https://register.gotowebinar.com/rt/3223222030943159041>



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4 Key Personal & Commercial Lines Exposures Every Agent Must Understand Keys to Getting the Named Insured Correct – VU WEBINAR

June 18, 2019	11:30 am - 1:30 pm
July 30, 2019	11:30 am –1:30 pm
Aug. 8, 2019	1:00 pm – 3:00 pm
Sept. 17, 2019	1:00 pm – 3:00 pm
Oct. 15, 2019	1:00 pm – 3:00 pm
Nov. 13, 2019	11:30 am –1:30 pm
Dec. 16, 2019	10:00 am –12:00 pm
Dec. 16, 2019	1:00 pm – 3:00 pm

Instructor: Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, WCA, CRIS, AINS

We cover a lot of ground in this session – five topics to be exact. But when we are through, you will be better able to explain some of the new exposures, policy issues and available options. Session topics are: 1. Understanding the Ridesharing Exposures & Coverage Options 2. Understanding the Home Sharing Exposures & Coverage Options 3. Understanding the Other “Property Pimping Exposures 4. Understanding the Drone Exposure & Coverage Options, and 5. Do “Disruptors” Really Affect You.

Webinar Fee: \$79 Members/ Associate Members \$179 Non-Members (#113808) 2 PC CE Credits (2)

PLEASE REGISTER FOR THIS WEBINAR THROUGH THIS LINK: <https://register.gotowebinar.com/rt/7659734957158617347>

5 Contractor Coverage Concepts Every Agent Must Understand – VU WEBINAR

Sept. 24, 2019	1:00 pm – 3:00 pm
Oct. 24, 2019	11:30 am – 1:30 pm
Nov. 6, 2019	1:00 pm – 3:00 pm
Dec. 19, 2019	10:00 am – 12:00 pm
Dec. 19, 2019	1:00 pm – 3:00 pm

Instructor: Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, WCA, CRIS, AINS

Contractor risks are unique regarding their risk profile, exposure and coverage needs. Agents must understand these unique risks, exposures and coverages to properly manage their contractor clients. This session will focus on five of the most common contractor risk exposures:

1. Contractual Risk Transfer
2. Properly Extending Insured Status
3. Business Auto Issues
4. Misuse of the Absolute Pollution Exclusion and
5. Professional & Pollution Exposures Faced by Contractors. A lot of material is covered in this fast moving 2 hours session.

Webinar Fee: \$79 Members/ Associate Members \$179 Non-Members (#113809) 2 PC CE Credits (2)

PLEASE REGISTER FOR THIS WEBINAR THROUGH THIS LINK: <https://register.gotowebinar.com/rt/9146015192661833473>

9 Rules For Reading an Insurance Policy – VU WEBINAR

May 23, 2019	1:00 pm – 3:00 pm
June 25, 2019	11:30 am – 1:30 pm
July 24, 2019	1:00 pm – 3:00 pm
Aug. 29, 2019	11:30 am – 1:30 pm
Sept. 29, 2019	11:30 am – 1:30 pm
Oct. 30, 2019	11:30 am – 1:30 pm
Nov.19, 2019	1:00 pm – 3:00 pm
Dec. 17, 2019	10:00 am – 12:00 pm
Dec. 17, 2019	1:00 pm – 3:00 pm

Instructor: Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, WCA, CRIS, AINS

Insurance policies are subject to the standard law of contracts; but beyond simple contract law, insurance contracts are bound by unique provisions and requirements specific to insurance. An understanding of these unique legal characteristics is necessary to understand the insurance contract. Once the unusual characteristics of insurance contracts are understood, the rules for reading any insurance policy can be applied. This webinar teaches: the basic provisions of contract law; the unique legal characteristics of insurance contracts; the general construction of insurance contracts; the “rules” for reading and understanding ANY insurance policy ; and why exclusions exist.

Webinar Fee: \$79 Members/ Associate Members \$179 Non-Members (#113810) 2 PC CE Credits (2)

PLEASE REGISTER FOR THIS WEBINAR THROUGH THIS LINK: <https://register.gotowebinar.com/rt/5175787556767546370>



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AAI 81-C – Commercial Property – October 10, 2019 - Wethersfield

Instructor: Bill Burnett, CPCU, CFA



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 th e advanced P&C individual and entails a commitment with substantial homework that will prepare the candidate for the National Exam.*

AAI 81-C Commercial Property will cover building and personal property coverages forms, business income coverage forms, causes of loss forms and several commonly used inland marine policies.

Class Fee: \$175 Members / Associate Members \$215 Non-Members (#56304) 8 PC CE Credits (8)

AAI 83-A – Agency Management –July 17, 2019 – Wethersfield

Instructor: Frank Pearson, 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 th e advanced P&C individual and entails a commitment with substantial homework that will prepare the candidate for the National Exam.*

AAI 83-A Principles of Agency Management will instruct you on the formation and environment of an agency, organizational management, sales management and personal production plans including time management and negotiating skills.

Class Fee: \$175 Members / Associate Members \$215 Non-Members (#56305) 8 PC CE Credits (8)

AAI 83-B – Insurance Production Environment, Agency / Company Relations –September 24, 2019– Wetherfield

Instructor: Frank Pearson, 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 th e advanced P&C individual and entails a commitment with substantial homework that will prepare the candidate for the National Exam.*

AAI 83-B Agency / Company Relations will provide a closer look at the relationship between producer and insurer, ways of developing the public image of your agency and how to handle agency growth and customer communications. You will also discover the world of market segmentation and target marketing.

Class Fee: \$175 Members / Associate Members \$215 Non-Members (#56306) 8 PC CE Credits (8)

AAI 83-C – Agency Financial Management –November 6, 2019 Wethersfield

Instructor: Frank Pearson, 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 th e advanced P&C individual and entails a commitment with substantial homework that will prepare the candidate for the National Exam.*

AAI 83-C covers the “ins and outs” of agency management as it relates to automation, client services, financial management and the producer's legan and ethical responsibilities.

Class Fee: \$175 Members / Associate Members \$215 Non-Members (#56307) 8 PC CE Credits (8)

ACSR #11 – Retirement Planning –September 5, 2019 -Wethersfield (AM)

Instructor: Ron Lesieur, CLU, CIC



Improve the customer experience with your enhanced ability to identify retirement plans specific to an individual's needs. Topics that will be covered are Planning for retirement and understanding the retirement loss exposure; Types of retirement plans; and The United States Social Security Program. Course is one of five modules required to obtain the Life Insurance ACSR designation. An exam will be administered at the end of the class to those students working toward their ACSR designation.

Class Fee: \$85 Members / Associate Members \$105 Non-Members (#107059) 3 LH CE Credits (3)



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ACSR #12 – Disability & Health Insurance – December 3, 2019 - 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: **\$85 Members / Associate Members** **\$105 Non-Members** **(#107060) 4 LH CE Credits (4)**

Alphabet Soup: The Mistakes & Coverages Behind D&O, EPLI, FLI and EBL - WEBINAR

- **August 21, 2019** **1:00 pm – 4:00 pm**
- **Oct. 29, 2019** **1:00 pm – 4:00 pm**
- **Dec. 5, 2019** **1:00 pm- 4:00 pm**

Instructor: Chris Amrhein, AAI

This course will discuss important coverage concerns addressed by a variety of insurance policies designed to address various executive and management risks and conduct.

You can't control how they act or the decisions they make. But when questionable conduct and/or decision-making at the executive level lands your client in hot water, you as the insurance professional may be called upon to assist. Specifically, to advise on insurance product they have (hopefully) secured to mitigate the exposure. Directors and Officers (D&O), Employment Practices Liability (EPLI), Fiduciary Liability (FLI) and Employee Benefits Liability (EBL) all make an appearance in this important course.

Webinar Fee: **\$65 Members/ Associate Members** **\$95 Non-Members** **(#11339) 3 PC CE Credits (3)**

Annuity Basics –June 6, 2019 - Wethersfield (AM)

Instructor: Ron Lesieur, CLU, CIC

This workshop will be outlining what agencies need to doing with regard to Annuities. Workshop will review annuity principles, income options, taxation on annuities, who needs annuities, the bascs of Field and Variable annuities, requirements for selling variable annuities, and qualified and non-qualified markets.

Class Fee: **\$60 Members / Associate Members** **\$85 Non-Members** **(#20759) 3 LH CE Credits (3)**

Businessowners Seminar –October 31, 2019 – Wethersfield **(PART OF 3 and DONE)**

Instructor: Bill Burnett, CPCU, CFA

This seminar has been developed to help students understand some of the more important features availabel under the Businessowners program. Students will be asked to review the BOP coverages by analyzing the policy form itself; first, lookingat 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. Also, 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.

Class Fee: **\$110 Members/Associate Members** **\$160 Non-Members** **(#100825) 6 PC & 2 LRE CE Credits (8)**

Business Life Insurance and Retirement Benefit Planning –November 14, 2019- Wethersfield **(PART OF 3 and DONE)**

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

Catastrophe: The Coverage Expertise You'll Need When It Matters Most – WEBINAR

- **May 23, 2019** **9:00 am – 12:00 pm**
- **August 27, 2019** **1:00 pm – 4:00 pm**
- **Nov. 21, 2019** **9:00 am – 12:00 pm**

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

Nothing makes us more aware of the gaps that can exist in personal and commercial coverage than a catastrophe. We will discuss some of the direct damage and loss of use issues faced by individuals and businesses before, during and after natural disasters such as storms and earthquakes. We will look at coverage forms commonly written and how they may respond to claims presented after such disasters. Lastly, we will briefly explore some liability insurance issues that can come into play in a catastrophe, whether the catastrophe is a natural one or one that is man-made.

Webinar Fee: **\$65 Members/ Associate Members** **\$95 Non-Members** **(#112989) 3 PC CE Credits (3)**



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Certificates of Insurance & Additional Insureds: Making Sense of It All - WEBINAR

- June 5, 2019 1:00 pm – 4:00 pm
- Sept. 17, 2019 9:00 am – 12:00 pm

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

Certificate of Insurance and Additional Insureds endorsements cause many problems for insurance agents trying to help commercial clients. We will review the things to consider before issuing a certificate and discuss ways to avoid some of the common problems and errors. We will discuss Additional Insureds, reviewing some of the most commonly used Additional Insured endorsements. Lastly, we will look at requests frequently made of agents and discuss why some of these can create problems.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#112988) 3 PC CE Credits (3)

Commercial Additional Insureds Endorsements – Status & Purpose – WEBINAR

- August 28, 2019, 1:00 pm – 4:00 pm

Instructor: Robin Federici, CPCU, AAI, ARM, AINS, AIS, CPIW

To teach insurance professionals about the most current versions of common commercial Additional Insured endorsements and what they do. Commercial Additional Insured endorsements are a seemingly endless issue for agents and their insureds. The continued evolution of the endorsement language – and techniques used in the courtroom to make insureds pay - require agents to stay alert to the changes and intricacies of these endorsements. Those reviewed in this course included endorsements used with the Commercial General Liability policy (CGL), Business Auto Policy (BAP), Workers Compensation (WC), and Umbrella.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113340) 3 PC CE Credits (3)

Contractors, Contractors, Contractors – WEBINAR

- May 22, 2019 1:00 pm – 4:00 pm
- August 28, 2019 9:00 am – 12:00 pm
- Nov. 20, 2019 1:00 pm - 4:00 pm

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

This course examines a variety of inland marine exposures faced by contractors and the policies available to cover those exposures. We will discuss builders' risk coverage, installment floaters and contractors' equipment policies. For each topic, we will discuss the coverage afforded by commonly used forms and some of the exclusions to watch out for. We will then discuss certain features of the Commercial General Liability policy and endorsements that are sometimes added. We will focus on the effect these features and endorsements have on a contractor's insurance program.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#112987) 3 PC CE Credits (3)

Cyber Coverage- Data Breach & So Much More - WEBINAR

- June 18, 2019, 9:00 am – 12:00 pm

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

To teach insurance professionals about the many concerns associated with cyber exposures and insurance coverage. This course hacks into the many facets of cyber-crime, cyber risk, and data-related losses prevalent in the modern business environment. Discussion on rules, risks and insurance coverages will assist the insurance professionals in their important quest to understand, explain and (hopefully) insure against common cyber exposures.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113341) 3 PC CE Credits (3)

E&O Road Map Part One: Overview, Policy Analysis & Business Auto Gaps - WEBINAR

- June 25, 2019 9:00 am – 12:00 pm
- July 11, 2019 9:00 am – 12:00 pm
- August 14, 2019 9:00 am – 12:00 pm
- Sept. 25, 2019 9:00 am – 12:00 pm
- Oct. 24, 2019 9:00 am – 12:00 pm
- Nov. 13, 2019 9:00 am – 12:00 pm
- Dec. 11, 2019 9:00 am – 12:00 pm

Instructor: Chris Amrhein, AAI

In this course, attendees will learn an overview of E&O fundamentals, including common errors and risk management considerations. Attendees will review a roadmap to policy analysis, including a deep dive into the construction of policy forms and mechanics as well as package policies. Finally, attendees will review E&O concerns due to inadequate coverage knowledge of one of the cornerstones of commercial lines agencies – the Business Auto Policy.

Course is approved to provide premium credit (with completion of Part Two) to agency's having their E&O coverage through IAS with Swiss Re or Fireman's Fund provided there is the correct number of agency attendees.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113450) 3 PC CE Credits (3)



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E&O Road Map Part Two: Commercial Liability Gaps & Risk Management - WEBINAR

- June 25, 2019 1:00 pm – 4:00 pm
- July 11, 2019 1:00 pm – 4:00 pm
- August 14, 2019 1:00 pm – 4:00 pm
- Sept. 25, 2019 1:00 pm – 4:00 pm
- Oct. 24, 2019 1:00 pm – 4:00 pm
- Nov. 13, 2019 1:00 pm – 4:00 pm
- Dec. 11, 2019 1:00 pm – 4:00 pm

Instructor: Chris Amrhein, AAI

In this course, attendees will engage in an extensive review of E&O exposures created from an inadequate knowledge of a Commercial General Liability policy, a review of this common policy's gaps and methods to fill them. Attendees will then learn to properly coordinate and analyze an insurance program using a risk management approach. Finally, attendees will review several fundamentals of risk management analysis.

Course is approved to provide premium credit (with completion of Part One) to agency's having their E&O coverage through IAS with Swiss Re or Fireman's Fund provided there is the correct number of agency attendees.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113451) 3 PC CE Credits (3)

Ethics and E&O: Synergy Not Rivalry - WEBINAR

- June 6, 2019 1:00 pm – 4:00 pm
- August 8, 2019 1:00 pm – 4:00 pm
- October 3, 2019 1:00 pm – 4:00 pm
- Dec. 3, 2019 1:00 pm – 4:00 pm

Instructor: Chris Amrhein, AAI

Ethics. Morals. Errors. Omissions. Words that touch the nerves of even the most solid agents and strike at the foundation of even the most formidable agencies. Through recent headlines and interactive case studies, this course seeks to find and explain the synergy between the fundamental principles of ethical conduct and the effect certain business practices will invariably have on E&O risk management.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113555) 3 LRE CE Credits (3)

Everything's Soaked & My Stuff Stinks: The Water Damage Webinar - WEBINAR

- June 18, 2019 1:00 pm – 4:00 pm
- August 13, 2019 1:00 pm – 4:00 pm
- Sept. 17, 2019 1:00 pm – 4:00 pm
- Nov. 19, 2019 1:00 pm – 4:00 pm

Instructor: Nicole Broch

To teach insurance professionals about the coverage (or lack thereof) found in common personal lines insurance policies concerning water damage. Your personal lines insureds have issues with water and, unfortunately, so does their insurance policy! Water damage comes in many different forms – sometimes covered, sometimes not – and just an inch of water can be the difference between a nuisance and a total loss. This course reviews the many different causes of water damage and how it's addressed by common personal lines policies.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113342) 3 PC CE Credits (3)

Financial Planning – August 6, 2019 – Wethersfield

Instructor: Ron Lesieur, CLU, CIC

In this workshop, we will be reviewing changes to the laws and outline what agencies need to be doing with regard to Financial and Retirement Planning for you and your clients. This seminar will focus on ways to review and develop background information to assist agents in selling retirement plans, review employee enrollment approaches and help you understand why agents need to avoid providing "investment advice." Detailed information and procedures will be reviewed to allow agents to determine if they wish to market these products and appropriate approaches to ensure that their clients receive the best provisions based on their situation.

Class Fee: \$60 Members / Associate Members \$85 Non-Members (#40770) 3 LH CE Credits (3)

Flood Insurance – June 19, 2019 – Wethersfield (AM) ; October 24, 2019 – Wethersfield (AM)

Instructor: Curtiss Bryan

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



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Front Line Underwriting –October 17, 2019 – 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: \$60 Members / Associate Members \$85 Non-Members (#111339) 4 PC CE Credits (4)

Health and Disability Insurance: Just the Facts - WEBINAR

- June 13, 2019 1:00 pm – 4:00 pm
- October 15, 2019 1:00 pm – 4:00 pm

Instructor: Karin Klaassen, CLU, LUTCF

To teach insurance professionals about the current state of the ever-changing landscape of health and disability insurance. Consumers are constantly pounded with information- sometimes true, sometimes not- regarding health and disability insurance products and how they function. This course is designed to help us insurance professionals separate fact from fiction and act as a trusted adviser to insureds who often have little or no understanding of these insurance products.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#112585) 3 LH CE Credits (3)

Homeowner Insurance – December 5, 2019 – Wethersfield (PART OF 3 and DONE)

Instructor: Cathy Antrim

This program will examine homeowners’ contracts. Students will become familiar with laws governing home ownership, plus the policy coverages, terms, conditions and exclusions. The program will also examine the homeowner applications, eligibility and policy structure, insurance to value requirements, and special endorsements.

Class Fee: \$110 Members/Associate Members \$160 Non-Members (#28087) 8 PC CE Credits (8)

Homeowner’s Policy Coverage Concerns for the Modern Family - WEBINAR

- May 14, 2019 1:00 pm – 4:00 pm
- July 16, 2019 1:00 pm – 4:00 pm
- October 22, 2019 1:00 pm - 4:00 pm
- Dec. 10, 2019 1:00 pm – 4:00 pm

Instructor: Nicole Broch

To teach insurance professionals about the coverage (or lack thereof) for modern exposures found in the Homeowner’s policy. Adult children coming home (or never leaving). Caring for aging relatives. Pets. Earning extra money, “Smart” appliances and toys. The evolving role of a Homeowner’s insurance policy, and how it addresses these and many other exposures relating to the lives and possessions of the modern family, will be discussed in this course.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113343) 3 PC CE Credits (3)

Hope I Die Before I Get Old (Cause this Government Stuff Gonna Knock Me Cold!) Mastering Medicare and Social Security - WEBINAR

- May 29, 2019 1:00 pm – 4:00 pm
- July 31, 2019 1:00 pm – 4:00 pm
- Sept.19, 2019 2:00 pm – 5:00 pm
- Nov. 6, 2019 1:00 pm – 4:00 pm

Instructor: Chris Amrhein, AAI

Far too many retirees, upon reaching the time of life when they are looking forward to (or at least relieved to have available) these governmental “security blankets”, find themselves assaulted by complicated eligibility rules, complex coverages, and a myriad of often confusing options. Add in seemingly conflicting advice from “experts”, retiree associations and flat-out scam artists, and instead of comfort and security older folks often find fear and confusion.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#112521) 3 LH CE Credits (3)

How Savvy Businesses Use Life Insurance to Hedge against Financial Losses - WEBINAR

- December 17, 2019, 1:00 pm – 4:00 pm

Instructor: Karin Klaassen

To teach insurance professionals about the benefits of Life Insurance to a business. So your insured owns a business, and from what you can gather, is woefully unprepared to handle adversity. Specifically, what if a key person dies? What transition plans are in place? How can folks still enjoy the fruits of labor that the business – and those that built it- should continue to provide? This course will help you – the insurance professional- discuss important issues like transition plans, buy-sell agreements, retirement options, tax scenarios and many other issues that business owners are afraid of.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113344) 3 PC CE Credits (3)



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IIAC MID-YEAR CONVENTION — November 7, 2019 - Aqua Turf Club, Plantsville

Exhibit Hall Open – 8:00 AM – 9:15 AM and 12:00 PM – 2:00 PM

Morning Business Session – 9:15 AM – 12:00 PM (3 LRE Credits)

Lunch – 1:00 PM – 2:00 PM (included in fee)

Join other industry professionals for a day that includes vendor services and insurance products information along with information on current legislative issues facing our industry. A complete program will be posted prior to the convention.

Convention Fee: \$95 Members / Associate Members \$155 Non-Members

(#TBA) 3 LRE CE Credits (3)

Insurance Issues for Today's World - WEBINAR

- July 30, 2019, 9:00 am – 12:00 pm
- October 8, 2019 1:00 pm – 4:00 pm

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

Welcome to today's world where toys fly, strangers will drive you anywhere and let you stay in their homes with them, cars drive themselves and the air smells like...weed? These and other emerging exposures present new challenges to insurance producers who are called upon to handle them for their personal and commercial clients. This course discusses these and other emerging issues. In each case, we will discuss the exposures and some of the important insurance considerations.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members

(#113554) 3 PC CE Credits (3)

Insuring Condominium and Homeowner's Associations –WEBINAR

- Sept. 24, 2019 1:00 pm – 4:00 pm

Instructor: Kym Martell, CRM, CIC, CRIS, AAI

This course provides an in-depth discussion on the unique issues and considerations when working with Condominium Associations and HOAs. Review and discussion on the importance of the governing documents will provide the participants with the knowledge necessary to provide a comprehensive commercial insurance and risk management program for their clients. We will discuss various coverage forms commonly used, endorsements and other coverages necessary for these types of risk.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members

(#113556) 3 PC CE Credits (3)

Life & Health Pre-Licensing – Class Start Dates: September 11, 2019 - Wethersfield

Instructor: Ron Lesieur, CLU, CIC;

The Life & Health Study System has been developed for agency and company personnel who are looking for an efficient, comprehensive method of study designed solely with the licensing exam in mind. This program combines the FREEDOM OF HOMESTUDY with the reinforcement of discussion in the classroom setting and the "hands-on" knowledge of our experienced instructors for a first time pass rate of over 90%. The course will cover the Basics of Health Insurance, Different types of Life Insurance and Health Insurance Policies, and Connecticut State Law. Fee includes (provided all requirements are fulfilled): All study materials and quizzes, Certificate of completion required by the Connecticut Insurance Department and Pre-Registration for License Exam. (Six classes are mandatory.) IIAC will allow students to retake pre-licensing courses free of charge for up to one-year from date of completion. If course manual changes during this time, student will be responsible for cost of an updated manual.

Class Fee: \$575 Members / Associate Members \$875 Non-Members

LICENSING

Medicare and Social Security October 22, 2019 – Wethersfield (AM)

Instructor – Ron Lesieur, CLU, CIC

Course will address what is Medicare and who is covered under the program. Students will gain an in-depth knowledge of Coverage A and Coverage B. Along with the Medicare Prescription Coverage D. Program will provide a comparison among the different plans available in the State of Connecticut. The social security portion of the course will address coverage under OASDI, insured status, benefits, taxation of benefits, loss of benefits due to "excess" earnings and filing for benefits.

Class Fee: \$60 Members / Associate Members \$85 Non-Members

(#110062) 3 LH CE Credits (3)

Misunderstood Coverages – Personal Auto –July 10, 2019 Wethersfield (AM)

Instructor: Cathy Antrim, CIC, ACSR, API

During this class, the agent will gain a deeper understanding of Personal Lines Coverages that are frequently misunderstood. A close review of the Personal Auto policy, CT UM coverage requirements and Drive Other Car and other endorsements will be discussed.

Class Fee: \$60 Members / Associate Members \$85 Non-Members

(#35470) 3PC 1 LRE CE Credits (4)



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On Ethics- Data, Dilemmas and Knuckleheads - WEBINAR

- May 23, 2019 1:00 pm – 4:00 pm
- July 2, 2019 1:00 pm – 4:00 pm
- Sept. 11, 2019 1:00 pm – 4:00 pm
- Nov. 7, 2019 1:00 pm – 4:00 pm

Instructor: Kevin Amrhein, CIC

Insurance professionals should expect three things from this Ethics course: 1) interesting data, 2) interesting dilemmas, and 3) interesting examples of things not-to-do as evidenced by real-life knuckleheads who do those things. This course features interactive case studies which will engage students to defend and/or challenge instinctive positions on a variety of issues. Lines will be drawn. Bonds will be broken. Friends will leave as enemies. You have been warned.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#112591) 3 LRE CE Credits (3)

Personal Auto - September 26, 2019 – Wethersfield

Instructor: Cathy Antrim, CIC, ACSR, API

This course will cover the personal auto policy and its coverages. Items to be covered are vehicle ownership and eligibility issues, MVR reports, underwriting and rating issues, UM coverages and rules, endorsements to the personal auto policy, and duties after an accident or loss.

Class Fee: \$110 Members / Associate Members \$160 Non-Members (#28088) 8 PC CE Credits (8)

Personal Lines Hot Topics –June 13, 2019 - Wethersfield

Instructor: Cathy Antrim, CIC, ACSR, API

Writing insurance to provide protection for personal exposures should be a systematic process. This course will make participants aware of potential loss exposures that exist when insuring personally owned property and the various insurance options available to provide the proper protection. The program will review principles of personal lines risk evaluation and will contain a detailed analysis of various policy definitions and provisions in relation to loss examples. Participants will gain an understanding of the sources of claims and the personal lines insurance coverages available to provide protection insureds may need.

Class Fee: \$110 Members / Associate Members \$160 Non-Members (#41055) 8 PC CE Credits (8)

Rules For Developing the Correct Premium – VU WEBINAR

- May 29, 2019 11:30 am – 1:30 pm
- June 5, 2019 1:00 pm – 3:00 pm
- July 10, 2019 1:00 pm – 3:00 pm
- Aug. 21, 2019 11:30 am – 1:30 pm
- Sept. 25, 2019 1:00 pm – 3:00 pm
- Oct. 22, 2019 1:00 pm – 3:00 pm
- Nov. 20, 2019 11:30 am – 1:30 pm
- Dec. 20, 2019 10:00 am – 12:00 pm
- Dec. 20, 2019 1:00 pm – 3:00 pm

Instructor: Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, WCA, CRIS, AINS

Insurance premiums are based upon certain exposures which cannot be definitively known at policy inception, only estimated. Since the basis of premium is only estimated, the insurer may not be paid the correct premium for the insured exposure. To assure proper premiums, a premium audit is performed after the policy period ends. Since agents are often caught “in the middle” of an audit, they need to understand all the facets involved. This webinar discusses 1. The various entities and agencies involved in creating premium audit rules and guidelines; 2. Who is and is not included in audits; 3. The who, what and how of workers’ compensation audits; 4. The who, what and how of commercial general liability audits; 5. Some highlights of commercial auto and garage audits; and 6. The “ABC’s” or rules of premium audits.

Webinar Fee: \$79 Members/ Associate Members \$179 Non-Members (#113811) 2 PC CE Credits (2)

PLEASE REGISTER FOR THIS WEBINAR THROUGH THIS LINK:

<https://www.independentagent.com/Education/Webinars/Pages/live-webinars/Rules-for-Developing-Premium.aspx>

Welcome To the Future Where Everyone Shares & Your Car Drives Itself - WEBINAR

- July 16, 2019 9:00 am – 12:00 pm
- Nov. 19, 2019 9:00 am – 12:00 pm

Instructor: Kym Martell, CRM, CIC, CRIS, AAI

To teach insurance professionals about the risks involved in ride-sharing, home-sharing and autonomous vehicles. Welcome to the future where you always have a ride, a place to stay and your car drives itself. Innovations in technology are truly amazing but aren’t without risk. This course dives in to the many insurance concerns and possible solutions regarding these exciting, different and sometimes risky technologies and activities.

Webinar Fee: \$65 Members/ Associate Members \$95 Non-Members (#113345) 3 PC CE Credits (3)



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CLASS REGISTRATION

NAME OF STUDENT: _____ CT PRODUCER LICENSE # _____
(If student is not licensed, please indicate)

E-MAIL: _____ PHONE: _____

AGENCY NAME & ADDRESS: _____
(mailing address including city, state & zip)

COURSE DATE: ____/____/____ COURSE NAME : _____
(Refer to fee schedule below and circle the fee that you are submitting)

IF REGISTERING FOR AN ACSR OR AAI CLASS, INDICATE IF YOU WILL BE STAYING FOR EXAM ____ YES ____ NO
(Exam is required only if the student is obtaining either the ACSR or AAI designation)

Student's Cell Phone Number: _____

HOME ADDRESS ONLY NEEDS TO BE COMPLETED IF REGISTRATION IS FOR A PRE-LICENSING COURSE
(Home address is required to be on certificate issued to sit for state exam)

STUDENT'S HOME ADDRESS AS IT APPEARS ON DRIVER'S LICENSE OR LEGAL IDENTIFICATION:

CIRCLE COURSE FEE TO BE SUBMITTED WITH REGISTRATION

Course

Fee Schedule

AAI Course-----	\$175 member / \$215 non-member
ACSR Course (3 - 5 Credits)-----	\$ 85 member / \$105 non-member
ACSR Course (6 - 7 Credits)-----	\$130 member / \$180 non-member
3, 4, or 5 Credit Class (<u>not</u> ACSR) -----	\$ 60 member / \$ 85 non-member
6, 7, or 8 Credit Class (<u>not</u> ACSR or AAI) ---	\$110 member / \$160 non-member
3 and Done!!! Course Series -----	\$330 member / \$480 non-member
Property & Casualty Pre-Licensing-----	\$600 member / \$925 non-member
Personal Lines Pre-Licensing -----	\$375 member / \$675 non-member
Life & Health Pre-Licensing -----	\$575member / \$875 non-member
WEBINARS _____	\$ 65 member / \$ 95 non-member

- Course Fee is **PER CLASS**
- Do not combine CE hours when determining total amount due.
- A separate form must be submitted for each person and class.
- Payment for multiple courses can be combined into one check.

MAIL REGISTRATION FORM and CHECK TO:
Independent Insurance Agents of CT, 30 Jordan Lane, Wethersfield, CT 06109

OR PLEASE CLICK

<https://securepayment.link/iiact/>

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 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 wish to attend.