



Insurance Educators Inc.

<http://www.insuranceeducators.net/>

Education that Fits
Since 1993

2019 Success Seminar 3 Days
October 09 - 11, 2019
At ServiceMaster of Kalamazoo

*No designation or have a designation?
A CPIA designation enhances your success.*

REGISTER TODAY! JOIN US ON OCTOBER 09 - 11, 2019

Location: Service Master of Kalamazoo

3344 Ravine Road, Kalamazoo, MI 49006



2019 is the year to obtain your nationally recognized **CPIA Designation**

Why should you invest in this designation?

- Enhance your technical knowledge with SUCCESS KNOWLEDGE
- Experience the first-of-its-kind class with hands-on and how-to-training
- Immersion through participation, requires NO written exam
- **You get 21CE credits, 7 credits per day (3 day class) - 5 PC & 2 ethics***
- Learn the value of selling coverage not price
- Perfect for new and seasoned producers - reenergize your agency
- Take away ideas that produce results immediately.
- Turn an agent into a Producer....Do you know the difference?
- *Qualifies as an approved E & O Loss Control Seminar for a discount with Utica Mutual*

Audience: Both **agency producers** and **support staff** as well as **insurance company personnel** will learn to efficiently create and distribute effective insurance programs.

The Three Day Insurance Success Seminar Consists of:

CPIA 1 – Position for Success focuses on internal and external factors affecting the development of relationships leading to effective business development plans.

CPIA 2 – Implement for Success provides participants with specific tools for uncovering consumer needs to effectively deliver insurance and risk management solutions.

CPIA 3 – Sustain Success will discuss policies and techniques for controlling errors and omissions including policy review, delivery, customer relations, and more.

Register: click here

[http://www.insuranceeducators.net/formregistration october 2019/registration10 2019.html](http://www.insuranceeducators.net/formregistration%20october%202019/registration10%202019.html)

All Classes: Registration 8:00 am; classes run 8:30 am - 4:30 pm; Fees include breaks & lunch

Cost: Three day CPIA designation Investment \$495; CE costs \$21 (if needed); one day \$200 + \$7

Please contact us for hotel room information if needed.

More information

<http://insuranceeducators.net/cpiaoverview.html>

Questions? Contact Janet K Holstine,
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Phone: 269-323-2042

Thank you to our Sponsor:



* Provider 0394 AIMS Society; CPIA 1 #76985, CPIA 2 #76986, CPIA 3 #76987