

# The Society of Certified Insurance Counselors

## Life & Health Institute

Richmond, VA • January 31 - February 2, 2018

### Wednesday, January 31, 2018

7:30 AM - 8:00 AM

8:00 AM - 12:15 PM

**SECTION 1**

12:15 PM - 1:15 PM

1:15 PM - 5:15 PM

**SECTION 2**

5:15 PM - 5:45 PM

### Thursday, February 1, 2018

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

**SECTION 3**

10:00 AM - 12:00 PM

**SECTION 4**

12:00 PM - 1:00 PM

1:00 PM - 5:00 PM

**SECTION 5**

### Friday, February 2, 2018

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

**SECTION 6**

10:00 AM - 12:00 PM

**SECTION 7**

12:00 PM - 2:00 PM

2:00 PM - 4:00 PM

#### Faculty

John H. Earl Jr., Ph.D., CIC, CLU, ChFC, CFP, ARM, CFA  
*University of Richmond, Richmond, VA*

Darrin Lee Rankin, CIC, CPIA, AIS  
*Rankin Insurance Group, Huntersville, NC*

#### Ed Consultant

John H. Earl Jr., Ph.D., CIC, CLU, ChFC, CFP, ARM, CFA  
*University of Richmond, Richmond, VA*

#### Program Location

Address & Phone: **PIA Training Center**  
8751 Park Central Drive, #140  
Richmond, VA 23227  
(804) 264-2582

#### Registration with Coffee and Rolls

#### Life Insurance Concepts

Mr. Darrin Lee Rankin, CIC, CPIA, AIS

#### Lunch - on your own

#### Health Insurance Concepts

Mr. Darrin Lee Rankin, CIC, CPIA, AIS

#### Exam Briefing

#### Coffee & Rolls

#### Long Term Care Insurance

Mr. Michael G. Patterson, CLU, ChFC, CFP

#### Disability Income Insurance

Mr. Michael G. Patterson, CLU, ChFC, CFP

#### Lunch - on your own

#### Business Continuation and Succession Planning

Mr. Michael G. Patterson, CLU, ChFC, CFP

#### Coffee & Rolls

#### Retirement Planning and Annuities

Dr. John H. Earl Jr., Ph.D., CIC, CLU, ChFC, CFP, ARM, CFA

#### Planning for Personal Needs

Dr. John H. Earl Jr., Ph.D., CIC, CLU, ChFC, CFP, ARM, CFA

#### Lunch and Study Time - on your own

#### Examination

Michael G. Patterson, CLU, ChFC, CFP  
*Advisors Financial Group, Raleigh, NC*