

The Society of Certified Insurance Counselors

Agency Management

Richmond, VA • January 30 - February 1, 2019

Wednesday, January 30, 2019

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 - 5:30 PM

Thursday, January 31, 2019

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 - 2:00 PM

2:00 PM - 5:00 PM

SECTION 5

Friday, February 1, 2019

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

Faculty

Emily Wayne Huling, CIC
Selling Strategies, Inc., Terrell, NC

Bruce M. McCreddie, CIC, CPIA, AAI
American PEO Insurers, Inc., Lithia, FL

Ed Consultant

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

STRATEGIC PLANNING

Ms. Emily Wayne Huling, CIC

Lunch - on your own

TALENT ACQUISITION AND DEVELOPMENT

Ms. Emily Wayne Huling, CIC

Exam Briefing

Coffee & Rolls

CLIENT RETENTION AND ACQUISITION

Mr. Bruce M. McCreddie, CIC, CPIA, AAI

TECHNOLOGY UTILIZATION

Mr. Bruce M. McCreddie, CIC, CPIA, AAI

Lunch - on your own

TECHNOLOGY UTILIZATION (Continued)

Mr. Bruce M. McCreddie, CIC, CPIA, AAI

ETHICAL RESPONSIBILITY

Mr. Bruce M. McCreddie, CIC, CPIA, AAI

Coffee & Rolls

Examination