

The Society of Certified Insurance Counselors

Insurance Company Operations

Glen Allen, VA • June 3-5, 2020

Wednesday, June 3, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:15 AM

SECTION 1

10:15 AM - 12:15 PM

SECTION 2

12:15 PM - 1:15 PM

1:15 PM - 5:15 PM

SECTION 3

5:15 PM - 5:45 PM

Thursday, June 4, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

SECTION 4

10:00 AM - 12:00 PM

SECTION 5

12:00 PM - 1:00 PM

1:00 PM - 5:00 PM

SECTION 6

Friday, June 5, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

Faculty

John Neal, CRM
Pittsburgh, PA

Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS
Tallahassee, FL

Ed Consultant

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

Program Location

Address & Phone: **VA Crossings Hotel & Conference Ctr.**
1000 Virginia Center Parkway
Glen Allen, VA 23059
(888) 444-6553

Registration with Coffee and Rolls

EXECUTIVE STRATEGIES

Mr. John Neal, CRM

ACTUARIAL PRACTICES & ACCOUNTING

Mr. John Neal, CRM

Lunch - on your own

CLAIMS

Mr. John Neal, CRM

Exam Briefing

Coffee & Rolls

AGENCY/POLICYHOLDER SERVICES

Mr. Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS

PRODUCT DEVELOPMENT

Mr. Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS

Lunch - on your own

UNDERWRITING

Mr. Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS

Coffee & Rolls

Examination