

# The Society of Certified Insurance Counselors

## Agency Management Institute

Virginia Beach, VA • September 20-22, 2017

### Wednesday, September 20, 2017

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, September 21, 2017

7:30 AM - 8:00 AM

8:00 AM - 12:00 PM

**SECTION 4**

12:00 PM - 1:00 PM

1:00 PM - 5:00 PM

**SECTION 5**

### Friday, September 22, 2017

7:30 AM - 8:00 AM

8:00 AM - 12:00 PM

**SECTION 6**

12:00 PM - 2:00 PM

2:00 PM - 4:00 PM

### Faculty

Bettye D. Buffington, CIC, CRM, CPCU, ARM, CPIA, AAI  
*Central Insurance Services, Inc., Beltsville, MD*

Mary A. LaPorte, CIC, CPCU  
*LaPorte Consulting, LLC, Delton, MI*

### Ed Consultant

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

### Program Location

Address & Phone: **Sheraton Virginia Beach Oceanfront Hotel**  
3501 Atlantic Avenue  
Virginia Beach, VA 23451  
(800) 325-3535

Rates: \$139.00 Partial View / \$149.00 Oceanfront  
Cut-off: August 17, 2017

### Registration with Coffee and Rolls

#### Agency Organizations

Ms. Mary A. LaPorte, CIC, CPCU

#### Understanding and Managing Financial Strength

Ms. Mary A. LaPorte, CIC, CPCU

#### Lunch - on your own

#### Agency Planning

Ms. Mary A. LaPorte, CIC, CPCU

#### Exam Briefing

#### Coffee & Rolls

#### Human Resources

Ms. Bettye D. Buffington, CIC, CRM, CPCU, ARM, CPIA, AAI

#### Lunch - on your own

#### Agency Productivity and Effectiveness

Ms. Bettye D. Buffington, CIC, CRM, CPCU, ARM, CPIA, AAI

#### Coffee & Rolls

#### Legal and Ethical Responsibilities

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

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

#### Examination

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