

The Society of Certified Insurance Counselors

Agency Management

Ashburn, VA • April 29 - May 1, 2020

Wednesday, April 29, 2020

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, April 30, 2020

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, May 1, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

Faculty

Bettye Davis Buffington, CIC, CRM, CPCU, ARM,
CPIA, AAI
Central Insurance Services, Inc., Adelphi, MD

Ed Consultant

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

Program Location

Address & Phone: **Embassy Suites Hotel Dulles - North**
44610 Waxpool Road
Ashburn, VA 20147
(703) 723-5300

Registration with Coffee and Rolls

STRATEGIC PLANNING

Ms. Rebecca Lathrop, CIC, CPIA

Lunch - on your own

TALENT ACQUISITION AND DEVELOPMENT

Ms. Rebecca Lathrop, CIC, CPIA

Exam Briefing

Coffee & Rolls

CLIENT RETENTION AND ACQUISITION

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

TECHNOLOGY UTILIZATION

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

Lunch - on your own

TECHNOLOGY UTILIZATION (Continued)

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

ETHICAL RESPONSIBILITY

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

Coffee & Rolls

Examination

Rebecca Lathrop, CIC, CPIA
*Optimum Performance Solutions, LLC, Lake Worth,
FL*