



PIA of VA & DC Webinar Schedule – December 2017

WEBINAR	DATE	TIME (EST)	VA CE HOURS	INSTRUCTOR	COURSE #
The Things Kids Get Us Into	Dec 5	1-4 pm	3 P&C	Kym Martell, CRM, CIC, CRIS, AAI	216121
Tricks to Fix: Closing Coverage Gaps in Home, Work and Auto	Dec 7	9 am-12 noon	3 P&C	Kevin Amrhein, CIC	216059
Street Level Ethics	Dec 7	1-4 pm	3 Ethics	Chris Amrhein, AAI	216115
Commercial Liability Endorsements to Watch Out For	Dec 11	1-4 pm	3 P&C	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	214261
Innovations in Long-Term Care Funding with Life Insurance	Dec 12	9 am-12 noon	3 L&H	Jerry Rhinehart, CIC, CLU, ChFC, RHU	216055
So You Made Some Money...Now What? Financial Planning: from Salary to Social Security	Dec 12	1-4 pm	3 L&H	Karin Klaassen, CLU, LUTCF	216116
Weatherstripping the CGL: Drafts, Gaps, Forms and Fixes	Dec 13	2-5 pm	3 P&C	Chris Amrhein, AAI	214353
**Consumer Protection and Suitability of annuities	Dec 13	8am-12 noon	4 Annuity Suitability	Jerry Rhinehart, CIC, CLU, ChFC, RHU	216348

* These are approved classes for the Utica E&O discount.

** Mandatory for L&H Agents selling Annuities & Variable Annuities