



PIA of VA & DC Webinar Schedule – October 2017

WEBINAR	DATE	TIME (EST)	VA CE HOURS	INSTRUCTOR	COURSE #
Innovations in Long-Term Care Funding with Life Insurance	Oct 5	1-4 pm	3 L&H	Jerry Rhinehart, CIC, CLU, ChFC, RHU	216055
Getting Wise on Health and Wealth: Group Insurance and Savings Plans	Oct 10	1-4 pm	3 L&H	Karin Klaassen, CLU, LUTCF	214256
Street Level Ethics	Oct 11	1-4 pm	3 Ethics	Chris Amrhein, AAI	216115
ALERT: Agent Legal and Ethical Responsibility Training	Oct 12	9 am-12 noon	3 Ethics	Jerry Hargrove, J.D., CIC, CPIA, SCLA, FCLA, PICS, LICS	214257
Your Agency Online: Communication Cure or E&O Plague	Oct 12	1-4 pm	3 OGI	Chris Amrhein, AAI	216120
Tricks to Fix: Closing Coverage Gaps in Home, Work and Auto	Oct 13	9 am-12 noon	3 P&C	Kevin C. Amrhein, CIC	216059
*E&O Loss Prevention	Oct 19	9 am-12 noon	3 OGI	Becky Lathrop, CIC, CPIA	213949
Cyber Liability: the 21st Century Peril	Oct 19	1-4 pm	3 P&C	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	216537
Insuring the Building Project: Builders Risk and Installation Coverage	Oct 20	9 am-12 noon	3 P&C	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	216123
Additional Insureds: the Quandary	Oct 24	1-4 pm	3 P&C	Robin Federici, CPCU, AAI, ARM AINS, AIS, CPIW	216054
Construction Defects: Property Damage and the ISO CGL: Tearing Down the Mysteries	Oct 25	1-4 pm	3 P&C	Jerry Hargrove, J.D., CIC, CPIA, SCLA, FCLA, PICS, LICS	214255
Current Trends and Changes: the Homeowner and Auto Marketplace	Oct 26	1-4 pm	3 P&C	Kym Martell, CRM, CIC, CRIS, AAI	216122
**Consumer Protection and Suitability of Annuities	Oct 26	1-5 pm	4 Annuities	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