



## PIA of VA & DC Webinar Schedule — November, 2017

WEBINAR	DATE	TIME (EST)	VA CE HOURS	INSTRUCTOR	COURSE #
Time Element for Commercial Risks	Nov 1	1-4 pm	3 P&C	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	214584
Certificates of Insurance and Additional Insureds: Navigating the Maze	Nov 2	1-4 pm	3 P&C	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	214583
Flood Insurance	Nov 6	1-4 pm	3 Flood	Jerry Hargrove, J.D., CIC, CPIA, SCLA, FCLA, PICS, LICS	214582
Health Insurance: Myths, Truths and Solutions	Nov 9	9am-12 noon	3 L&H	Karin Klaassen, CLU, LUTCF	214587
Home Business vs Home Insurance	Nov 9	1-4 pm	3 P&C	Nicole Broch, CIC, CISR	216660
**Consumer Protection and Suitability of Annuities	Nov 10	8am-12 noon	4 Annuities	Jerry Rhinehart, CIC, CLU, ChFC, RHU	216348
Leases and Contracts vs the Insurance Policy Language	Nov 14	9am-12 noon	3 P&C	Jim Harrison, JD, CIC, CPCU, CLU, ChFC	214259
How to Be the Agent Advocate at Claim Time	Nov 14	1-4 pm	3 P&C	Chris Amrhein, AAI	214265
Money in Retirement Accounts: Options, Problems and Opportunities	Nov 16	9am-12 noon	3 L&H	Jerry Rhinehart, CIC, CLU, ChFC, RHU	216114
Top Twelve Coverage Countdown: Answers, Evaluations and Revelations	Nov 16	1-4 pm	3 P&C	Chris Amrhein, AAI	214260
*Regarding Ethics...	Nov 28	2-5 pm	3 Ethics	Kevin Amrhein, CIC	214254
Commercial Property Claims that Cause Problems	Nov 30	1-4 pm	3 P&C	Terry Tadlock, CIC, CPCU, CRIS	216058

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

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