



PIA of VA & DC Webinar Schedule — November, 2018

| WEBINAR | DATE | TIME (EST) | VA CE HOURS | INSTRUCTOR | COURSE # |
|---|-------|------------|-------------|----------------------------|----------|
| Money in Retirement Accounts: Options, Problems and Opportunities | 11-1 | 9am-Noon | 3 L&H | Jerry Rhinehart | 216114 |
| Finding and Fixing Personal Lines Coverage Gaps | 11-1 | 1-4pm | 3 P&C | Bill Wilson, Chris Amrhein | 217572 |
| Excess and Umbrella Fundamentals PLUS | 11-6 | 9am-Noon | 3 P&C | Jerry Hargrove | 217561 |
| Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) - Mastering Medicare & Social Security | 11-7 | 1-4pm | 3 L&H | Chris Amrhein | 217569 |
| So You Made Some Money...Now What? Financial Planning: From Salary to Social Security | 11-13 | 9am-Noon | 3 L&H | Karin Klaassen | 216116 |
| Cyber Insurance: When Convenience Turns Catastrophic | 11-13 | 1-4pm | 3 P&C | Jerry Hargrove | 218058 |
| Certificates of Insurance and Additional Insureds: Making Sense of it All | 11-14 | 9am-Noon | 3 P&C | Cathy Trischan | 217564 |
| Additional Insureds: The Quandary | 11-15 | 9am-Noon | 3 P&C | Robin Federici | 216054 |
| Contractors, Contractors, Contractors | 11-15 | 1-4pm | 3 P&C | Cathy Trischan | 217565 |
| * On Ethics: Data, Dilemmas and Knuckleheads | 11-29 | 2-5pm | 3 Eth | Kevin Amrhein | 217574 |

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