

The Society of Certified Insurance Counselors

Agency Management

October 27-29, 2021 • Roanoke, VA

Wednesday, October 27, 2021

7:30 AM – 8:00 AM

8:00 AM – 12:15 PM

12:15 PM – 1:15 PM

1:15 PM – 5:15 PM

5:15 PM – 5:30 PM

Section 1

Section 2

Registration/Check-in

Strategic Planning

Karl Sherrill

Lunch – on your own

Agency Talent Management

Karl Sherrill

Exam Briefing

Thursday, October 28, 2021

7:30 AM – 8:00 AM

8:00 AM – 10:00 AM

10:00 AM – 12:00 PM

12:00 PM – 1:00 PM

1:00 PM – 2:00 PM

2:00 PM – 5:00 PM

Section 3

Section 4

Section 5

Check-in

Managing Agency Client Retention and Acquisition

Brian Bartosh

Managing Agency Technology Utilization

Brian Bartosh

Lunch – on your own

Managing Agency Technology Utilization (continued)

Brian Bartosh

Ethical Responsibility

Brian Bartosh

Friday, October 29, 2021

7:30 AM – 8:00 AM

8:00 AM – 10:00 AM

Check-in

Examination

Faculty

Joseph “Karl” Sherrill, MBA, CIC, CRM

Brian Bartosh, CIC, LUTCF

Educational Consultant

John Earl, Ph.D., CIC, CLU, ChFC, CFP, CFA, ARM

Program Location

Holiday Inn Valley View

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Roanoke, VA 24017

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