



## Utica Discount Eligible Courses All Times are EST

**\*Conditional Eligibility**  
**\*\*Virginia Only**  
**\*\*\*Virginia/North Carolina Only**

11/16 – 11/17/2023, 8:00am - 5:00pm: [CRM Principles of Risk Management - Webinar](#)

\*\*12/12/2023, 1:00pm - 4:00pm: [All Things Ethics: Agent Obligations, Standards, Authority & More - Webinar](#)

12/12/2023, 8:00am - 4:00pm: [CPIA An E&O Loss Control Program for All Agencies - Webinar](#)

\*\*12/14/2023, 9:00am - 12:00pm: **Certificates of Insurance and the Coverage Issues that Go With Them - Webinar**

**\*Any of the following for persons holding a CPIA designation in good standing:**

9/6/2023, 8:00am - 4:00pm: [CPIA 1 Position for Success - Webinar](#)

9/13/2023, 8:00am - 4:00pm: [CPIA 2 Implement for Success - Webinar](#)

9/20/2023, 8:00am - 4:00pm: [CPIA 3 Sustain Success - Webinar](#)

11/1/2023, 8:00am - 4:00pm: [CPIA 1 Position for Success - Webinar](#)

11/8/2023, 8:00am - 4:00pm: [CPIA 2 Implement for Success - Webinar](#)

11/15/2023, 8:00am - 4:00pm: [CPIA 3 Sustain Success - Webinar](#)

**\*Any of the following for persons holding a CIC designation in good standing:**

6/15 - 6/16/2023, 8:00am - 5:00pm: [Ruble Graduate Seminar - Hybrid](#)

7/20 - 7/21/2023, 8:00am - 5:00pm: [CIC Life and Health Institute - Webinar](#)

8/17 - 8/18/2023, 8:00am - 5:00pm: [CIC Personal Lines Institute - Webinar](#)

9/27 - 9/28/2023, 8:00am - 5:00pm: [CIC Commercial Property Institute - Hybrid](#)

9/27 - 9/28/2023, 8:00am - 5:00pm: [Ruble Graduate Seminar - In-Person](#)

10/25 - 10/26/2023, 8:00am - 5:00pm: [CIC Commercial Multiline Institute - Hybrid](#)

11/9 - 11/10/2023, 8:00am - 5:00pm: [CIC Commercial Casualty Institute - Webinar](#)

12/7 - 12/8/2023, 8:00am - 5:00pm: [Ruble Graduate Seminar - Hybrid](#)

**PIA of Virginia & D.C.**

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