

Excellence
through
Education



IIABSC In-House Seminars

Independent Insurance Agents & Brokers of South Carolina

**Independent Insurance
Agents & Brokers of South
Carolina**

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Exceptional continuing education when you want it, where you want it. The **Independent Insurance Agents and Brokers of South Carolina** offers our members and corporate associates the opportunity to bring our high quality seminars right into their own offices, often at lower cost than attending our public seminars.

Benefits include:

- ***Seminars tailored to meet YOUR agency's needs***
- ***You choose the date that works for you***
- ***No travel expenses for employees***

See course listing on the back or contact our office for more information.



Independent Insurance Agents & Brokers of South Carolina

Price per student:

Full day - \$100*

(Subject to minimum fee of \$1200)

Half-Day - \$50*

(Subject to minimum fee of \$750)

Plus:

- ◆ Instructor travel (mileage @ .575)
- ◆ Instructor lodging (not to exceed \$175)
- ◆ Instructor meals (not to exceed \$50)

* **Discounts may be available for groups of 20 or more.**

PLEASE NOTE: You must have adequate space to seat the number of attendees you expect in a CLASSROOM type environment and also provide room for the instructor and their equipment. Crowding will not be permitted.

To schedule an In-house seminar:

- ⇒ Choose a course from the list below
- ⇒ Complete the information requested
- ⇒ Fax or email to Becky McCormack
- ⇒ Becky will contact you with possible dates

Course Name	CE Hours
Insuring Commercial Property (CISR)	7 P&C
Insuring Commercial Casualty - 1 (CISR)	7 P&C
Insuring Commercial Casualty - 2 (CISR)	7 P&C
Personal Auto Coverages (CISR)	7 P&C
Personal Residential Coverages (CISR)	7 P&C
Personal Lines Miscellaneous (CSIR)	7 P&C
Agency Operations (CISR)	6 P&C /1 Ethics
Elements of Risk Management (CISR)	7 P&C
Life & Health Essentials (CISR)	7 L&H
Dynamics of Service (CISR update)	7 P&C
WTH Seminar (CISR update)	8 P&C
E&O Risk Management - Meeting the Challenge of Change (Qualifies for 10% LC credit)	3 Ethics/3 P&C
Surplus Lines License Review Seminar	6 P&C
Ethics - Yesterday, Today & Tomorrow	3 Ethics
Agency Management Based E&O & Ethics	3 Ethics
Understanding Insurance Consumer Needs/Best Practices in Customer Service (AIAM 1)	7 P&C
Mastering Time/ Organizational Workflow (AIAM 2)	6 P&C
Negotiating Conflict/Professional Relationships in the Ins. Agency (AIAM 3)	6 P&C
How Not to Get in Trouble With Your Mouth/The Write Stuff (AIAM 4)	4 Ethics/2 P&C
Regulation, Politics and Polish/Leadership is Everyone's Job (AIAM 5)	6 P&C
Ethics/Changing Attitudes & Creating Opportunities (AIAM 6)	3 Ethics/2 P&C
Commercial Lines Nuts & Bolts School - Day 1 (Prop/Bus. Inc.)	6 P&C
Commercial Lines Nuts & Bolts School - Day 2 (CGL/BAP/WC)	6 P&C
Personal Lines Nuts & Bolts School - Day I (HO/Dwelling/Flood)	6 P&C
Personal Lines Nuts & Bolts School - Day I (PAP/Inland Marine/Umb)	6 P&C
AAI (Accredited Advisor in Insurance) Designation Courses - (call for pricing)	7 P&C per day

Agency Name: _____

Agency Address: _____

Contact name: _____

Contact email: _____

Class: _____

Estimated number of attendees: _____ **Size of meeting space:** _____