

The Society of Certified Insurance Counselors

Agency Management

March 22-23, 2023 • Columbia, SC

Wednesday, March 22, 2023

7:30 AM – 8:00 AM

8:00 AM – 12:15 PM

Section 1

12:15 PM – 1:15 PM

1:15 PM – 5:15 PM

Section 2

5:15 PM – 5:30 PM

Registration/Check-in

Strategic Planning

Becky Lathrop

Lunch – on your own

Agency Talent Management

Becky Lathrop

Exam Briefing

Thursday, March 23, 2023

7:30 AM – 8:00 AM

8:00 AM – 10:00 AM

Section 3

10:00 AM – 12:00 PM

Section 4

12:00 PM – 1:00 PM

1:00 PM – 2:00 PM

2:00 PM – 5:00 PM

Section 5

Check-in

Managing Agency Client Retention and Acquisition

Bettye Hutchison

Managing Agency Technology Utilization

Bettye Hutchison

Lunch – on your own

Managing Agency Technology Utilization (continued)

Bettye Hutchison

Ethical Responsibility

Bettye Hutchison

Faculty

Rebecca Lathrop, CIC, CPIA

Bettye Hutchison, CIC, CRM, CPCU, ARM, CPIA, AAI, TRIP

Educational Consultant

Rebecca McCormack, CIC, CPCU, AAI, AINS

Program Location

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