

The Society of Certified Insurance Counselors

Agency Management

Denver, CO • February 5-7, 2020

Wednesday, February 5, 2020

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

Thursday, February 6, 2020

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

Friday, February 7, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

Faculty

David Alan Coil, CIC, FLMI
Hummel Group, Inc., Orrville, OH

David A. Walker, CIC, CRM, ARM, AAI, LIC, CAWC
Hartland Insurance Agency, Inc., Fenton, MI

Ed Consultant

John M. Dismukes Jr., CIC, CPCU, AAI, AIS
Dismukes Training & Consulting, LLC, Tulsa, OK

Program Location

Address & Phone: **PIIAC Education Center**
8354 Northfield Blvd., Ste. 2710
Denver, CO 80238
(303) 512-0627

Registration with Coffee and Rolls

STRATEGIC PLANNING

Mr. David A. Walker, CIC, CRM, ARM, AAI, LIC, CAWC

Lunch - on your own

TALENT ACQUISITION AND DEVELOPMENT

Mr. David A. Walker, CIC, CRM, ARM, AAI, LIC, CAWC

Exam Briefing

Coffee & Rolls

CLIENT RETENTION AND ACQUISITION

Mr. David Alan Coil, CIC, FLMI

TECHNOLOGY UTILIZATION

Mr. David Alan Coil, CIC, FLMI

Lunch - on your own

TECHNOLOGY UTILIZATION (Continued)

Mr. David Alan Coil, CIC, FLMI

ETHICAL RESPONSIBILITY

Mr. David Alan Coil, CIC, FLMI

Coffee & Rolls

Examination