

The Society of Certified Insurance Counselors

Insurance Company Operations

Nashville, TN • November 11-13, 2020

Wednesday, November 11, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:15 AM

SECTION 1

10:15 AM - 12:15 PM

SECTION 2

12:15 PM - 1:15 PM

1:15 PM - 5:15 PM

SECTION 3

5:15 PM - 5:30 PM

Thursday, November 12, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

SECTION 4

10:00 AM - 12:00 PM

SECTION 5

12:00 PM - 1:00 PM

1:00 PM - 5:00 PM

SECTION 6

Friday, November 13, 2020

7:30 AM - 8:00 AM

8:00 AM - 10:00 AM

Faculty

John Neal, CRM
Pittsburgh, PA

Craig J. Sietsema, CIC, CRM
Farmers Insurance, Caledonia, MI

Ed Consultant

Ben Donald Cunningham, CIC, CPCU
Insurors of Tennessee, Gallatin, TN

Program Location

Address & Phone: **Insurors of Tennessee Training Center**
2500 21st Ave South, Ste 200
Nashville, TN 37212
(615) 385-1898

Registration with Coffee and Rolls

EXECUTIVE STRATEGIES

Mr. John Neal, CRM

ACTUARIAL PRACTICES & ACCOUNTING

Mr. John Neal, CRM

Lunch - on your own

CLAIMS

Mr. John Neal, CRM

Exam Briefing

Coffee & Rolls

PRODUCT DEVELOPMENT

Mr. Craig J. Sietsema, CIC, CRM

AGENCY/POLICYHOLDER SERVICES

Mr. Craig J. Sietsema, CIC, CRM

Lunch - on your own

UNDERWRITING

Mr. Craig J. Sietsema, CIC, CRM

Coffee & Rolls

Examination