

REGISTRATION FORM
 "Advanced Personal Lines Risk
 Analysis for E&O Loss Prevention"

Mobile November 30, 2010
 Montgomery December 1, 2010
 Birmingham December 2, 2010

Name (Print) _____ National Producer License # _____

Agency/Company Name _____

Business Mailing Address _____

Your E-Mail Address _____

City/State/Zip _____

() ()
 Phone Number Fax Number

Are you a member of AIIA Yes ___ No ___

Registration Fees:
 \$100 members
 \$120 Non-Members

Payment enclosed/Charged: \$ _____

Pay by (Circle One) CHECK VISA MasterCard AMEX

Credit Card Number _____ Expiration Date _____

Name as it appears on card (PRINT) _____

Authorized Signature _____

Make checks payable and mail to:
 Alabama Independent Insurance Agents
 141 London Parkway
 Birmingham, Alabama 35211
 (205) 326-4129 • Fax (205) 326-3086
 www.aiaa.org

Cancellation Policy:

Cancellations received within 10 days of the institute date will receive a refund of 50% of the registration fee. Cancellations the day of the program and no-shows will not receive a refund or be allowed to transfer any of the registration fee to another date. You may transfer 75% of your registration fee to another class up to the day before the class is held. Substitutions are honored at any time without penalty.

In accordance with Title III of the Americans with Disabilities Act, We invite all registrants to advise us of any disability and any requests for accommodation to that disability. Your request should be submitted as far as possible in advance of the program you wish to attend. If you have any questions call (205) 326-4129.

TIRED OF FILLING OUT FORMS? YOU CAN REGISTER ON LINE AT www.aiaa.org!!!



**APPROVED FOR 6 HOURS
 CONTINUING EDUCATION
 CREDIT!**

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\$100 Member

\$120 Non-Members

**"Advanced
 Personal
 Lines Risk
 Analysis for
 E&O Loss
 Prevention"**



**Sponsored By
 Alabama
 Independent Insurance
 Agents, Inc.**

“Advanced Personal Lines Risk Analysis for E&O Loss Prevention”

This one-day seminar will combine two distinct topics to enhance the professionalism and sales excellence of today's commercial lines producers and customer service personnel.

“E&O and the Insurance Producer” will discuss an insurance producer's legal responsibility to consumers and the application of effective loss prevention techniques for the purposes of reducing the agency's E&O exposure. Included will be a discussion of current causes of E&O in agencies today, the producer's responsibility to the insurance companies represented, records control, and internal agency controls. In addition, there will be a review of effective personal lines E&O damage prevention and control.

“Using a Personal Lines Check List for Exposure Identification” will introduce participants to the importance of consistently completing an exposure identification checklist for improved customer service and E&O loss prevention. The need for a current and complete checklist as an aid to the risk management process will be discussed, followed by a thorough review and discussion of recommended personal coverage items.

LOCATION INFORMATION

**November 30 - Gulf Shores
Craft Farms Golf Resort
1995 Oak Road
(251) 968-7500**

**December 1 - Montgomery
Auburn Univ. - Montgomery
7430 East Drive
(334) 244-3641**

**December 2 - Birmingham
AIIA Office
141 London Parkway
(205) 326-4129**

***Seminar Time: 8:00 am-3:00
pm**

**Note: This course is approved
for CPIA update credit.**

About your instructor.....

**Ted A. Kinney, CIC CPCU ARM AU AAM AAI
CPIA CRIS**

Ted Kinney is the Director of Education and Technical Affairs for the Alabama Independent Insurance Agents in Birmingham, Alabama. In this position he is responsible for developing agent education programs and providing technical assistance to association members.

Ted has been in the insurance business since his graduation from the Ohio State University in 1973. During his career, he has worked as an underwriter, field sales manager, department supervisor, marketing specialist and trainer. From 1994 to 2003, Ted was the Director of Curriculum and Faculty Development for PIA of Ohio & Indiana. During that time he developed over 150 training courses covering all aspects of the insurance industry.

He has obtained several insurance designations including Certified Insurance Counselor (CIC), Chartered Property Casualty Underwriter (CPCU), Associate in Risk Management (ARM), Associate in Underwriting (AU), Associate in Automation Management (AAM), Accredited Advisor in Insurance (AAD), Certified Professional Insurance Agent (CPIA) and Construction Risk and Insurance Specialist (CRIS).