

CIC Registration Form

Personal Lines Institute
November 7-9, 2012
Birmingham, Alabama

Name (Type or Print) _____ Designations (if any) _____

Agency/Company Name _____

Business Mailing Address _____

Your E-mail Address _____

City/State/Zip _____

() ()
Phone Number Fax Number

Is this your first CIC Institute? _____ Yes _____ No

Is this your FINAL Institute
to complete your designation? _____ Yes _____ No

Are you a CIC? _____ Yes _____ No

CIC Registration Fee: \$415.00

Paid by (Circle One) CHECK VISA MasterCard or 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

Cancellation Policy:

There will be a 50% cancellation fee for cancellations within ten days of the institute. You may transfer 75% of your registration fee to another institute up to the day before the institute. **Cancellations the day of the institute and no shows will not receive a refund or be allowed to transfer any of the registration fee.** Substitutions will be honored at any time without penalty. For more information please call (205) 326-4129.

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. Please submit your request as far as possible in advance of the program you wish to attend. If you have any questions, please call (205) 326-4129.

Continuing Education Credit:

This course is approved for 20 Hours Continuing Education Credit by the Alabama Insurance Department!

Want to Register On-Line?
You Can!
www.aiaa.org

Personal Lines Institute

November 7-9, 2012
The AIAA Education Facility
Birmingham, Alabama

Sponsored By
Alabama
Independent
Insurance
Agents, Inc.



SOCIETY of
CERTIFIED
INSURANCE
COUNSELORS



The Professional
Difference

PERSONAL LINES INSTITUTE AGENDA

WEDNESDAY, November 7, 2012

- 7:30 am - 8:00 am Registration, Coffee & Rolls
- 8:00 am - 12:15 pm Personal Residential Coverages
Earl Aycock, Jr., CIC
The Insurance Center of Meridian
Meridian, MS
- 12:15 pm - 1:15 pm **Lunch**
- 1:15 pm - 5:15 pm Personal Residential Coverages
Continued
Earl Aycock, Jr., CIC
- 5:15 pm - 5:30 pm **Exam Briefing**

THURSDAY, November 8, 2012

- 8:00 am - 12:00 pm Personal Automobile Coverages
Rhonda B. Lobell, CIC CISR CPIA
Lobell Insurance Training & Consulting
French Settlement, LA
- 12:00 pm - 1:00 pm **Lunch**
- 1:00 pm - 3:00 pm Personal Automobile Coverages
Continued
Rhonda B. Lobell, CIC CISR CPIA
- 3:00 pm - 5:00 pm Personal Umbrella/Excess Coverage
Rhonda B. Lobell, CIC CISR CPIA
- 5:00 pm - 5:15 pm **Exam Construction Briefing**

FRIDAY, November 9, 2012

- 8:00 am - 10:00 am Watercraft Coverages
Patrick Deem, Sr., CIC
PADSR, Inc.
Austin, Texas
- 10:00 am - 12:00 pm Personal Lines Case Study
Patrick Deem, Sr., CIC
- 12:00 pm - 2:00 pm **Lunch and Study Time**
- 2:00 pm - 4:00 pm Examination

PERSONAL LINES

Personal Lines Coverages provide the cornerstone of many Property and Casualty agencies. Perhaps it is because personal lines are so central to our daily business that we sometimes begin to take them for granted. This could be a strategic and financial mistake. Most professional agents realize that the responsibility for insuring the "average homeowner" is getting more complex everyday.

At the CIC Personal Lines Institute, you will learn how to properly handle the complicated accounts as well as the simpler ones. You will feel more confident that the policies you have in place are those that the client really needs. Most importantly, your clients will become comfortable when they realize they are working with a professional. Consider the sequence experienced by many CIC students: Education leads to knowledge; knowledge leads to competence and credibility; competence leads to larger cases; and larger cases equal more commission income. Begin now to outpace your competitors and create winning strategies for your clients.

HOTEL RESERVATIONS

A list of AIIA recommended hotels is available on our website. To obtain the list, go to www.aiaa.org and click on "Education" and then scroll to the bottom of the page for "AIIA Recommended Hotels".

The price for single or double accommodations will vary depending on the hotel.

WHAT IS CIC?

The Society of Certified Insurance Counselors (CIC) is a not-for-profit organization providing educational opportunities to help professionals succeed in the insurance industry. The five CIC institutes were developed as a dependable source of specific insurance knowledge for all industry professionals, with direct application to the realities of daily work. The CIC Program works toward strengthening the connections between business goals, insurance expertise, and the human elements involved in getting the job done. Each institute includes two and one-half days of classroom instruction, followed by an optional examination.

ELIGIBILITY AND IDENTIFICATION REQUIREMENTS

For an individual to attend an institute and/or sit for the examination, he or she must: be licensed as an agent, broker, or solicitor; or have at least two years of full time experience as a practitioner in insurance or risk management; or have served at least two years as a full-time insurance faculty member at an accredited college or university.

All participants must present photo identification to the on-site registrar at the institute.

UPCOMING INSTITUTES

Agency Management February 6-8, 2013
The AIIA Education Facility
Birmingham, AL

CRM Practice of Risk Management March 1 2-5, 2013
The AIIA Education Facility
Birmingham, AL

Commercial Property April 10-12, 2013
The AIIA Education Facility
Birmingham, AL