

CIC Registration Form

Commercial Property Institute
April 11-13, 2012
Birmingham, Alabama

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

Agency/Company Name _____

Business Mailing Address _____

Your E-mail Address _____

City/State/Zip _____

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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
www.aiaa.org

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.

**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

Commercial Property Institute

April 11-13, 2012
The AIA Education Facility
Birmingham, Alabama

Sponsored By
Alabama
Independent
Insurance
Agents, Inc.



SOCIETY of
CERTIFIED
INSURANCE
COUNSELORS



**The Professional
Difference**

COMMERCIAL PROPERTY INSTITUTE AGENDA

WEDNESDAY, April 11, 2012

7:30 am - 8:00 am	Registration, Coffee & Rolls
8:00 am - 12:15 pm	Commercial Property Coverages Michael C. D'Orlando, CIC Bolton, MA
12:15 pm - 1:15 pm	Lunch
1:15 pm - 3:15 pm	Commercial Property Endorsements Michael C. D'Orlando, CIC
3:15 pm - 5:15 pm	Commercial Property Causes of Loss Forms Michael C. D'Orlando, CIC
5:00 pm - 5:15 pm	Exam Briefing

THURSDAY, April 12, 2012

7:30 am - 8:00 am	Coffee & Rolls
8:00 am - 12:00 pm	Commercial Inland Marine Coverage Patrick A. Deem, Sr., CIC PADSR, Inc. Austin, TX
12:00 pm - 1:00 pm	Lunch
1:00 pm - 5:00 pm	Time Element Coverage W. Bruce Bulloch, CIC ARM AAI Rosenthal Brothers, Inc. Deerfield, IL

FRIDAY, April 13, 2012

7:30 am - 8:00 am	Coffee & Rolls
8:00 am - 10:00 am	Businessowners Policy W. Bruce Bulloch, CIC ARM AAI
10:00 am - 12:00 pm	Commercial Property Case Study W. Bruce Bulloch, CIC ARM AAI
12:00 pm - 2:00 pm	Lunch And Study Time
2:00 pm - 4:00 pm	Examination

BENEFITS OF THE COMMERCIAL PROPERTY INSTITUTE

The complexities and rapid changes of Commercial Property coverages make it increasingly difficult for agents to keep up with the pace. It has reached the point where you can't do it by yourself.

The Society of Certified Insurance Counselors dedicates a large proportion of its efforts toward tracking and updating the curricula of its five institutes. The Commercial Property Institute receives special attention, not only because it covers a great deal of territory, but also because it experiences frequent and major changes. From your standpoint, it can be a real relief to know that the Society of CIC works for you, to provide precisely the type of professional education you need to keep up with the pace.

Special emphasis is placed on the coverage pitfalls in the Commercial Property Policy. We will also focus on the Time Element Coverages, one of the most complicated coverages, and most often missed by agents in their sales efforts.

You will also benefit from discussion of a variety of coverages under the heading of Commercial Inland Marine. Property which is not stationary comprises a big part of many commercial clients' exposures.

The knowledge you will gain in these areas will allow you to approach clients with a true competitive edge.

HOTEL RESERVATIONS

A list of AIIA recommended hotels is available on our website. To obtain the list, go to www.aija.org and click on "education" and then scroll down to "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 provides 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 Institute The AIIA Education Facility Birmingham, AL	May 16-18, 2012
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Ruble Graduate Seminar Perdido Beach Resort Orange Beach, AL	July 11-12, 2012
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Commercial Casualty Institute The AIIA Education Facility Birmingham, Alabama	August 8-10, 2012
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