

CIC Registration Form

Life and Health Institute
September 12-14, 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
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

Life and Health Institute

September 12-14, 2012
AIA Education Facility
Birmingham, Alabama

Sponsored By
Alabama
Independent
Insurance
Agents, Inc.



SOCIETY of
CERTIFIED
INSURANCE
COUNSELORS



**The Professional
Difference**

LIFE AND HEALTH INSTITUTE AGENDA

WEDNESDAY, September 12, 2012

7:30 am - 8:00 am	Registration, Coffee & Rolls
8:00 am - 12:15 pm	Life Insurance Concepts William R. West, CIC CPCU CLU LUTCF BB&T Insurance Fayetteville, NC
12:15 pm - 1:15 pm	Lunch
1:15 pm - 5:15 pm	Health Insurance Concepts William R. West, CIC CPCU CLU LUTCF
5:15 pm - 5:30 pm	Exam Briefing

THURSDAY, September 13, 2012

8:00 am - 10:00 am	Long Term Care Insurance Robert J. Rogers, CLU ChFC Dennis D. Stone, Inc. Norman, OK
10:00 am - 12:00 pm	Disability Income Insurance Robert J. Rogers, CLU ChFC
12:00 pm - 1:00 pm	Lunch
1:00 pm - 5:00 pm	Business Continuation & Succession Planning Robert J. Rogers, CLU ChFC

FRIDAY, September 14, 2012

8:00 am - 10:00 am	Retirement Planning & Annuities Thomas R. Sanders, CIC CPIA Sanders Insurance Services, Inc. Greenwich, OH
10:00 am - 12:00 pm	Planning for Personal Needs Thomas R. Sanders, CIC CPIA
12:00 pm - 2:00 pm	Lunch and Study Time
2:00 pm - 4:00 pm	Examination

LIFE AND HEALTH

Discover why people buy life insurance. You will be able to identify the uses and features of various policies, determine the provisions and applications of non-forfeiture values, settlement options, and endorsements. You will also understand the nature, purpose, and types of annuities. Participants will also analyze disability income contracts by comparing definitions, provisions, exclusions and benefits and develop an understanding of major medical insurance policies and group insurance products. You will be also able to analyze the need, propose a solution, and implement a plan for applying life and health insurance policies to personal life situations.

This course also enables participants to establish the “whys and hows” of insuring a key person in a business. You will understand the concepts and mechanics of split-dollar plans, deferred compensation plans, stock redemption plans, and pension plans.

In addition to all of this, participants will discover successful marketing techniques, the company/producer selection process, and the benefits of selling life and health insurance in a property-casualty agency.

HOTEL RESERVATION

A list of AIA recommended hotels is available on our website. To obtain the list, go to www.aia.org and click on “Education” and then scroll to the bottom of the page for “AIA 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

Personal Lines AIA Education Facility Birmingham, AL	November 7-9, 2012
Agency Management AIA Education Facility Birmingham, AL	February 6-8, 2013
CRM - Practice of Risk Management AIA Education Facility Birmingham, AL	March 12-15, 2013