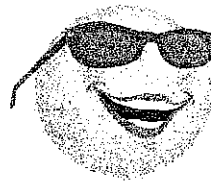


August 2010

# AIIA Education Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday																																																																																																		
1	2	3	4	5	6	7																																																																																																		
8	9	10	11	12	13	14																																																																																																		
CIC - Life & Health Institute - Birmingham																																																																																																								
15	16	17	18	19	20	21																																																																																																		
22	23	24 Certified Insurance Service Representative WTH Seminar Birmingham	25	26 Certified Professional Insurance Agent CPIA I Montgomery	27	28																																																																																																		
29	30 Property & Casualty Agent's License School Birmingham	31 Property & Casualty Agent's License School Birmingham	<table border="1"> <thead> <tr> <th colspan="7">Jul 2010</th> </tr> <tr> <th>S</th> <th>M</th> <th>T</th> <th>W</th> <th>T</th> <th>F</th> <th>S</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td>1</td> <td>2</td> <td>3</td> <td></td> </tr> <tr> <td>4</td> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> </tr> <tr> <td>11</td> <td>12</td> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> </tr> <tr> <td>18</td> <td>19</td> <td>20</td> <td>21</td> <td>22</td> <td>23</td> <td>24</td> </tr> <tr> <td>25</td> <td>26</td> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td>31</td> </tr> </tbody> </table>		Jul 2010							S	M	T	W	T	F	S				1	2	3		4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	<table border="1"> <thead> <tr> <th colspan="7">Sep 2010</th> </tr> <tr> <th>S</th> <th>M</th> <th>T</th> <th>W</th> <th>T</th> <th>F</th> <th>S</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> <td>10</td> <td>11</td> </tr> <tr> <td>12</td> <td>13</td> <td>14</td> <td>15</td> <td>16</td> <td>17</td> <td>18</td> </tr> <tr> <td>19</td> <td>20</td> <td>21</td> <td>22</td> <td>23</td> <td>24</td> <td>25</td> </tr> <tr> <td>26</td> <td>27</td> <td>28</td> <td>29</td> <td>30</td> <td></td> <td></td> </tr> </tbody> </table>		Sep 2010							S	M	T	W	T	F	S				1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30		
Jul 2010																																																																																																								
S	M	T	W	T	F	S																																																																																																		
			1	2	3																																																																																																			
4	5	6	7	8	9	10																																																																																																		
11	12	13	14	15	16	17																																																																																																		
18	19	20	21	22	23	24																																																																																																		
25	26	27	28	29	30	31																																																																																																		
Sep 2010																																																																																																								
S	M	T	W	T	F	S																																																																																																		
			1	2	3	4																																																																																																		
5	6	7	8	9	10	11																																																																																																		
12	13	14	15	16	17	18																																																																																																		
19	20	21	22	23	24	25																																																																																																		
26	27	28	29	30																																																																																																				

**August 2010**



Date: 8/ 11-13 /10  
Course: **Certified Insurance Counselor- Life & Health Institute**  
Description: An advanced comprehensive seminar with an emphasis on the needs of both individual and business exposures. Participants will learn the essentials of life insurance, applications of life insurance to both business and personal needs and reasons why your agency should be in the life insurance business.  
Location: AIIA, 141 London Parkway, Birmingham, (205) 326-4129  
Time: Wednesday 8:00-5:30, Thursday 8:00-5:15, Friday 8:00-12:00, Exam Friday 2:00-4:00  
CE Credit: This course is approved for 20 hours of continuing education credit.  
Cost: \$415

Date: 8/ 24 /10  
Course: **Certified Insurance Service Representative – William T. Hold Seminar**  
Description: An advanced customer service representative course. *The WTH seminar is only open to dues paying members of the Society of CISR or CIC. The 2010 WTH Topics are Cyber Liability, Workers Compensation and Son of I Respectfully Disagree (coverage questions).*  
Location: AIIA, 141 London Parkway, Birmingham, (205) 326-4129  
Time: 8:00 A.M. - 5:00 P.M.  
CE Credit: This course is approved for 8 hours of continuing education credit.  
Cost: \$175 - Course fee includes lunch.

Date: 8/ 26 /10  
Course: **Certified Professional Insurance Agent – CPIA 1**  
Description: A designation course dealing with prospecting, marketing and servicing clients. Completion of all three parts of the program leads to the CPIA designation. Attendance at the three courses is all that is required. There are no examinations.  
Location: Auburn University Montgomery, 7430 East Dr., Montgomery, (334) 244-3641  
Time: 8:00 am – 4:00 pm  
CE Credit: CPIA 1 is approved for 7 hours of continuing education credit including 1 hour of ethics.  
Cost: \$216 – Course fee includes lunch.

Date: 8/ 30, 31 /10 (Continues into September)  
Course: **Property and Casualty Agent's License School**  
Description: This course satisfies the Alabama Dept of Insurance's 40-hour pre-qualification requirement.  
Location: AIIA, 141 London Parkway, Birmingham, (205) 326-4129  
Time: 8:00 A.M. - 5:00 P.M. Daily  
CE Credit: This course is not approved for continuing education credit.  
Cost: \$235 members/ \$300 non-members. Includes the textbooks and study material. (Does not include ALDOI exam fee)