

November 2010

# AIAA Education Calendar

| Sunday                             | Monday   | Tuesday   | Wednesday  | Thursday           | Friday                      | Saturday |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
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|                                    | 1  | 2<br>Election Day   | 3  | 4                  | 5                           | 6        |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
|                                    |  |   | CIC - Commercial Casualty Institute - Birmingham   |                    |                             |          |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
| 7<br>Daylight Savings<br>Time Ends | 8  | 9   | 10   | 11                 | 12                          | 13       |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
|                                    | Property & Casualty Agent's License School - Mobile<br>Property & Casualty Agent's License School - Birmingham |   |  |                    |                             |          |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
| 14                                 | 15   | 16<br>Certified<br>Insurance Service<br>Representative<br>WTH Seminar<br>Tuscaloosa<br><br>CPIA 2<br>Birmingham | 17   | 18                 | 19                          | 20       |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
| 21                                 | 22   | 23  | 24   | 25<br>Thanksgiving | 26<br>AIAA Office<br>Closed | 27       |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
| 28                                 | 29   | 30<br>Advanced<br>Personal Lines<br>Risk Analysis For<br>E & O Loss<br>Prevention<br>Gulf Shores                | <table border="1" style="display: inline-table; margin-right: 20px;"> <thead> <tr> <th colspan="7">Oct 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></td> <td></td> <td>1</td> <td>2</td> </tr> <tr> <td>3</td> <td>4</td> <td>5</td> <td>6</td> <td>7</td> <td>8</td> <td>9</td> </tr> <tr> <td>10</td> <td>11</td> <td>12</td> <td>13</td> <td>14</td> <td>15</td> <td>16</td> </tr> <tr> <td>17</td> <td>18</td> <td>19</td> <td>20</td> <td>21</td> <td>22</td> <td>23</td> </tr> <tr> <td>24</td> <td>25</td> <td>26</td> <td>27</td> <td>28</td> <td>29</td> <td>30</td> </tr> <tr> <td>31</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table> <table border="1" style="display: inline-table;"> <thead> <tr> <th colspan="7">Dec 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>31</td> <td></td> </tr> </tbody> </table> |                    |                             |          | Oct 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 |  |  |  |  |  |  | Dec 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 |  |
| Oct 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                                 |  |   |  |                    |                             |          |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |
| Dec 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                          |          |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |  |  |  |  |  |          |  |  |  |  |  |  |   |   |   |   |   |   |   |  |  |  |   |   |   |   |   |   |   |   |   |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |    |  |



## November 2010

Date: 11/3-5/10  
Course: **Certified Insurance Counselor-Commercial Casualty Institute**  
Description: An Advanced Comprehensive seminar with an emphasis on the commercial general liability, commercial auto, workers compensation and umbrella policies. This course is one part of a five part series, which leads to the Certified Insurance Counselor professional designation.  
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: 11/8-12/10  
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  
University of South Alabama, 307 N. University Blvd, Student Center, Mobile, (251) 460-6077  
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)

Date: 11/16/10  
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: Bryant Conference Center, 240 Bryant Drive, Tuscaloosa, (205) 348-3001  
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: 11/16/10  
Course: **Certified Professional Insurance Agent – CPIA 2**  
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: AIIA, 141 London Parkway, Birmingham, (205) 326-4129  
Time: 8:00 am – 4:00 pm  
CE Credit: CPIA 1 is approved for 7 hours of continuing education credit.  
Cost: \$205 – Course fee includes lunch.

Date: 11/30/10  
Course: **Advanced Personal Lines Risk Analysis for E & O Loss Prevention**  
Description: This one-day seminar will combine two distinct topics to enhance professionalism and sales excellence of personal lines producers and CSR's. "E&O and the Insurance Agent" will discuss an insurance producer's legal responsibility to consumers and the application of effective loss prevention techniques for the purpose of reducing the agency's E&O exposure. Included will be a discussion of causes of E&O losses in agencies, the producer's responsibility to the insurance company, records control and internal agency controls. "Using a Personal Lines Checklist 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. **This course satisfies the CPIA update requirement for CPIA designees.**  
Location: 30<sup>th</sup> Craft Farms Gulf Resort, 19995 Oak Rd. W, Gulf Shores (251) 968-7500  
Time: 8:00 am – 3:00 pm  
CE Credit: This course is approved for 6 hours of continuing education credit.  
Cost: \$100 member, \$120 non-member