

June 2008



Date: 6/ 3, 4, 5, 6 /08
Course: **"Apples & Oranges" and "Hidden Treasures – Finding Coverage in Exclusions"**
Description: Consumers are bombarded with ads inviting them to shop their auto rates. However, no mention is made of comparing insurance coverage. "Apples & Oranges" examines some of the most important coverage issues in personal auto insurance and compares the ISO PAP with several non-ISO forms. "Hidden Treasures – Finding Coverage in Exclusions" addresses the fact that coverage is often found in the language of exclusions. This seminar analyzes a wide variety of personal and commercial lines exclusions and the hidden coverage found within them. Your instructor is Mike Edwards, who is back by popular demand. If you have not heard Mike before, you won't want to miss these seminars.
Locations: 3rd Heron Lakes Country Club, 3851 Government Boulevard, Mobile, (251) 666-7040
4th Auburn University Montgomery, 7430 East Dr., Montgomery, (334)-244-3641
5th AIIA, 141 London Parkway, Birmingham, (205) 326-4129
6th Four Points Sheraton - Airport, 1000 Glen Hearn Blvd, Huntsville, (256) 772-9661
Time: 8:00 A.M. - 3:00 P.M.
CE Credit: This course is approved for 6 hours of continuing education credit.
Cost: \$80 members/ \$100 non-members

Date: 6/ 10 /08
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 2008 WTH Topics are "Time Element Coverage", "Flood Insurance" and "Ethics for CSR's".
Location: Auburn University Montgomery, 7430 East Dr., Montgomery, (334)-244-3641
Time: 8:00 A.M. - 5:00 P.M.
CE Credit: This course is approved for 8 hours of continuing education credit. **NOTE: This course is also approved for 2 hours of Ethics credit.**
Cost: \$150 - Course fee includes lunch.

Date: 6/ 18-21/ 08
6/ 19-21/ 08
Course: **AIIA Young Agents Conference**
112th Annual Alabama Independent Insurance Agents Convention
Location: San Destin's Village of Baytowne Wharf, Destin, Florida

Date: 6/ 25 /08
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: 25th CPIA 1 - Heron Lakes Country Club, 3851 Government Boulevard, Mobile, (251) 666-7040
Time: 8:00 am – 4:00 pm
CE Credit: CPIA 1 is approved for 7 hours of continuing education credit.
Cost: \$195 – Fee includes lunch.

Date: 6/ 26 /08
Course: **Best Practices Of Errors & Omissions Loss Control**
Description: This E&O course is designed to assist agents in recognizing and controlling the loss exposures that exist in the day to day operations of an agency and is approved for the Westport program. **This is a new program with a new outline.**
Locations: 26th 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: \$80 members/ \$100 non-members

June 2008

2008 AIIA Education Calendar

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday																																																																																																		
1	2	3 "Apples & Oranges" and "Hidden Treasures" Mobile	4 "Apples & Oranges" and "Hidden Treasures" Montgomery	5 "Apples & Oranges" and "Hidden Treasures" Birmingham	6 "Apples & Oranges" and "Hidden Treasures" Huntsville	7																																																																																																		
8	9	10 CISR William Hold Seminar Montgomery	11	12	13	14																																																																																																		
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22	23	24	25 CPIA 1 Mobile	26 Errors & Omissions Birmingham	27	28																																																																																																		
29	30	<table border="1"> <thead> <tr> <th colspan="7">May 2008</th> <th colspan="7">Jul 2008</th> </tr> <tr> <th>S</th><th>M</th><th>T</th><th>W</th><th>T</th><th>F</th><th>S</th> <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>1</td><td>2</td><td>3</td> <td></td><td></td><td>1</td><td>2</td><td>3</td><td>4</td><td>5</td> </tr> <tr> <td>4</td><td>5</td><td>6</td><td>7</td><td>8</td><td>9</td><td>10</td> <td>6</td><td>7</td><td>8</td><td>9</td><td>10</td><td>11</td><td>12</td> </tr> <tr> <td>11</td><td>12</td><td>13</td><td>14</td><td>15</td><td>16</td><td>17</td> <td>13</td><td>14</td><td>15</td><td>16</td><td>17</td><td>18</td><td>19</td> </tr> <tr> <td>18</td><td>19</td><td>20</td><td>21</td><td>22</td><td>23</td><td>24</td> <td>20</td><td>21</td><td>22</td><td>23</td><td>24</td><td>25</td><td>26</td> </tr> <tr> <td>25</td><td>26</td><td>27</td><td>28</td><td>29</td><td>30</td><td>31</td> <td>27</td><td>28</td><td>29</td><td>30</td><td>31</td><td></td><td></td> </tr> </tbody> </table>					May 2008							Jul 2008							S	M	T	W	T	F	S	S	M	T	W	T	F	S					1	2	3			1	2	3	4	5	4	5	6	7	8	9	10	6	7	8	9	10	11	12	11	12	13	14	15	16	17	13	14	15	16	17	18	19	18	19	20	21	22	23	24	20	21	22	23	24	25	26	25	26	27	28	29	30	31	27	28	29	30	31		
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