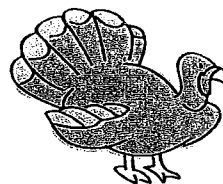


November 2008



Date: 11/ 5-7 /08
Course: **Certified Insurance Counselor – Agency Management Institute**
Description: An Advanced Comprehensive seminar detailing management subjects with a chance to network with other principals for an overall view of the management process. 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
Birmingham CIC participants may call the Hilton Garden Inn for reservations at (205) 314-0274.
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. **NOTE: This course is also approved for 4 hours of Ethics credit.**
Cost: \$365

Date: 11/ 10-14 /08
Course: **Property and Casualty Agent's License School**
Description: This course satisfies the Alabama Dept of Insurance's 40-hour pre-qualification requirement.
Locations: Heron Lakes Country Club, 3851 Government Boulevard, Mobile, (251) 666-7040
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. (Does not include ALDOI exam fee)

Date: 11/ 18 / 08
Course: **Certified Professional Insurance Agent – CPIA 3**
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: 28th CPIA 3 - AIIA, 141 London Parkway, Birmingham, (205) 326-4129
Time: 8:00 am – 4:00 pm
CE Credit: CPIA 3 is approved for 8 hours of continuing education credit.
Cost: \$195 – Fee includes lunch

Property & Casualty Agents License Schools

Our instructors are the best! We have a pool of qualified, experienced instructors who not only deliver the text information, but also relate the material to everyday use for our students. The American Society of Association Executives research reveals that adults learn best by relating the information given them to actual real life examples and we provide those examples. One successful graduate cites, *“ I took a competitor’s course and failed the state exam three times. Then I took the AIIA course and passed the first time.”* We supply each student with the state approved textbooks necessary to pass the state license exam. Our licensing school has consistently received high evaluations by our attendees. Our average rating last year was 9.67 out of a possible high of 10.00. We guarantee results! If you should not pass your exam, you may attend any portion or portions of the licensing school again with no additional charge other than the purchase of the latest edition of the study manual should the text change during your licensing examination process.

November 2008

2008 AIA Education Calendar

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