



CPIA 2 – IMPLEMENT FOR SUCCESS



A seminar designed for Agents & Company Personnel

The PIA of ND is proud to announce the offering of a new training and designation program. The AIMS Society's **Certified Professional Insurance Agent** designation is a first-of-its kind, hands-on, how-to, continuing education-approved insurance designation.

*CPIA 2 is approved for **7 Hours** of CE credit in most states.*

STEVE BECHER, CIC, CPIA Executive Director of PIAND, will lead this seminar. Why is CPIA for you? Because your agency's success comes down to relationships—and CPIA is your building block. If you truly are dedicated to ensuring your agency succeeds in today's highly competitive market, consider the CPIA designation. In fact, the Insurance Success Seminars are guaranteed: implement the principles covered in these sessions and experience a 20 percent increase in personal production within six months or AIMS society will refund your registration fee.

CPIA 2 – Implement For Success

During this session, participants will be provided with specific tools for analyzing consumer needs; will learn to utilize risk identification techniques to gather pertinent prospect information; will develop skills necessary to assimilate information gathered into a customized protection program; and will participate in exercises designed to promote effective delivery of proven solutions. Throughout each section of the workshop material, tips for preventing Errors & Omissions are highlighted and discussed.

The designation consists of three core CPIA Insurance Success Seminars: **CPIA 1—Position for Success; CPIA 2—Implement for Success; and CPIA 3—Sustain Success**. CPIA 3 will be held on April 12th and CPIA 1 will be held again in 2013. *(Classes may be taken in any order.)*

FARGO

Thursday, February 23

Doublewood Inn

AGENDA: 8:30 – 9:00 am: Registration/Check-in 9:00am – 4:30pm: Seminar

COST: **\$125** for PIA members - **\$150** for nonmembers (per session)

To Register: Send the Registration Form below with your payment to:
PIAND – 1211 Memorial Hwy, Ste.6 – Bismarck ND 58504
Or Fax to (701) 223-9456 and send your check.



CPIA 2 – IMPLEMENT FOR SUCCESS SEMINAR

Name: _____ Lic.#: _____
Company: _____
Address: _____
City/St/Zip: _____
Phone: _____ Fax: _____ e-mail: _____

AMT ENCLOSED: _____