



CPIA 3 – SUSTAIN 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 3 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 3 – Sustain Success

This program focuses on fulfilling the implied promises contained in the insuring agreement. Students will review methods of providing evidence of insurance coverage; will discuss policies and procedures for controlling errors and omissions including policy review and delivery, endorsements, claims-processing, and handling of client complaints. This course includes a review of Professional Expectations; the Law of Agency; and Legal and Ethical Standards. 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**. All three CPIA classes will be held again in 2013. (Classes may be taken in any order.)

FARGO

Thursday, April 12

BW Kelly Inn & Suites

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 3 – SUSTAIN SUCCESS SEMINAR

Name: _____ Lic.#: _____

Company: _____

Address: _____

City/St/Zip: _____

Phone: _____ Fax: _____ e-mail: _____

AMT ENCLOSED: _____