The Society of Certified Insurance Counselors

Life & Health Institute

Duluth, GA ● March 8-10, 2017

Wednesday, March 8, 2017

7:30 AM - 8:00 AM		**Registration with Coffee and Rolls**
8:00 AM - 12:15 PM	**SECTION 1**	**Life Insurance Concepts** Mr. Jerry W. Duke
12:15 PM - 1:15 PM		**Lunch - on your own**
1:15 PM - 5:15 PM	**SECTION 2**	**Health Insurance Concepts** Mr. Jerry W. Duke
5:15 PM - 5:30 PM		**Exam Briefing**

Thursday, March 9, 2017

7:30 AM - 8:00 AM		**Coffee & Rolls**
8:00 AM - 10:00 AM	**SECTION 3**	**Long Term Care Insurance** Mr. Dennis D. Stone, CIC, CPCU, CLU
10:00 AM - 12:00 PM	**SECTION 4**	**Disability Income Insurance** Mr. Dennis D. Stone, CIC, CPCU, CLU
12:00 PM - 1:00 PM		**Lunch - on your own**
1:00 PM - 5:00 PM	**SECTION 5**	**Business Continuation and Succession Planning** Mr. Dennis D. Stone, CIC, CPCU, CLU

Friday, March 10, 2017

7:30 AM - 8:00 AM		**Coffee & Rolls**
8:00 AM - 10:00 AM	**SECTION 6**	**Retirement Planning and Annuities** Mr. Darrin Lee Rankin, CIC, CPIA, AIS
10:00 AM - 12:00 PM	**SECTION 7**	**Planning for Personal Needs** Mr. Darrin Lee Rankin, CIC, CPIA, AIS
12:00 PM - 2:00 PM		**Lunch and Study Time - on your own**
2:00 PM - 4:00 PM		**Examination**

Faculty

Jerry W. Duke
PIA of Georgia, Inc., Duluth, GA

Darrin Lee Rankin, CIC, CPIA, AIS
Rankin Insurance Group, Huntersville, NC

Dennis D. Stone, CIC, CPCU, CLU
Dennis D. Stone, Inc., Norman, OK

Ed Consultant

Gerald T. Hargrove, CIC, J.D., CPIA, FCLA, SCLA, PICS, LICS, CBIA
Euharlee, GA

Program Location

Address & Phone: **PIA of Georgia Learning Center**
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