

The Society of Certified Insurance Counselors

Agency Management

Jackson, MS • May 16-18, 2018

Wednesday, May 16, 2018

7:30 AM - 8:00 AM

8:00 AM - 10:15 AM

SECTION 1

10:15 AM - 12:15 PM

SECTION 2

12:15 PM - 1:15 PM

1:15 PM - 5:15 PM

SECTION 3

5:15 PM - 5:30 PM

Thursday, May 17, 2018

7:30 AM - 8:00 AM

8:00 AM - 12:00 PM

SECTION 4

12:00 PM - 1:00 PM

1:00 PM - 5:00 PM

SECTION 5

Friday, May 18, 2018

7:30 AM - 8:00 AM

8:00 AM - 12:00 PM

SECTION 6

12:00 PM - 2:00 PM

2:00 PM - 4:00 PM

Registration with Coffee and Rolls

Agency Organizations

Ms. Rebecca Lathrop, CIC, CPIA

Understanding and Managing Financial Strength

Ms. Rebecca Lathrop, CIC, CPIA

Lunch - on your own

Agency Planning

Ms. Rebecca Lathrop, CIC, CPIA

Exam Briefing

Coffee & Rolls

Human Resources

Ms. Mary A. LaPorte, CIC, CPCU

Lunch - on your own

Agency Productivity and Effectiveness

Ms. Mary A. LaPorte, CIC, CPCU

Coffee & Rolls

Legal and Ethical Responsibilities

Mr. Jerry W. Duke

Lunch and Study Time - on your own

Examination

Faculty

Jerry W. Duke

PIA of Georgia, Inc., Lawrenceville, GA

Mary A. LaPorte, CIC, CPCU

LaPorte Consulting, LLC, Delton, MI

Rebecca Lathrop, CIC, CPIA

Optimum Performance Solutions, LLC, Lake Worth, FL

Ed Consultant

Michael Kersgard, CIC

Program Location

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