

IA&B

EVEN HEROES TAKE SUMMER CLASSES

THANK YOU

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Quick! To our online classes where it doesn't take x-ray vision to see that you'll learn from the masters of insurance and you'll be in good crusader company.

We have live, CE webinars. Plus, we offer online courses for the CIC, CISR and CPIA designation programs. Be sure to take a look at our E&O Risk Management live webinars. Check out online insurance classes and register today.

Superheroes like being together and in-person, so this is a tough one, but IA&B can only offer courses online at this time (unfortunately, we're having a hard time finding a superhero that can beat COVID). But we'll be together soon!

PA LICENSING EXAM PREP LIVE WEBINAR



Aug 3-5 Property & Casualty
Sep 21-23 Property & Casualty



8:00 AM - 5:00 PM



MEMBER: \$299
NON-MEMBER: \$419
Includes PLE fees



24 Pre-Licensing Education

GUARANTEE TO PASS

If you register at least 4 weeks prior to class and follow the provided study schedule, IA&B guarantees you will pass the exam. If you fail, you may attend another study course within 1 year at no charge. Updated course material fees may apply.

SCHOLARSHIP OPPORTUNITY

IA&B awards Licensing Prep Scholarships throughout the year. Go to IABforME.com for more information.

LICENSING EXAM PREP SELF STUDY

OFFLINE: PA PROPERTY & CASUALTY (P&C)

IA&B has written the book on P&C licensing exam preparation in Pennsylvania, and you can own it. With our P&C Pre-Licensing Manual, aspiring agents have the tools to significantly improve their chances of passing the licensing exam on the first try.
MEMBER: \$219 | NON-MEMBER: \$259

ONLINE: LIFE & HEALTH: PA, MD, DE PROPERTY & CASUALTY: MD, DE

IA&B has partnered with ExamFX to bring you learning options that speak to every type of learner. Whether you study better by reading, watching videos or taking online practice tests, ExamFX has a solution for you and IA&B's stamp of approval!

TWO OPTIONS FOR ONLINE STUDY

➔ VIDEO STUDY: This package includes learning with OnDemand Videos and access to the Interactive Learning Portal.
MEMBER: \$167.96 | NON-MEMBER: \$209.95

➔ LIVE ONLINE STUDY: This package includes all the Video Study Package plus live instructor-led training sessions.
MEMBER: \$255.96 | NON-MEMBER: \$319.95

IA&B is the recipient of the:



CERTIFIED INSURANCE SERVICE REPRESENTATIVE (CISR) LIVE WEBINARS



Jul 21 Elements of Risk Management
Jul 22 Personal Residential
Jul 28 Miscellaneous Personal Lines
Aug 4 Commercial Casualty I
Aug 11 Life & Health Essentials
Aug 18 Commercial Casualty II
Aug 25 Personal Residential
Sep 1 Personal Auto
Sep 22 Agency Operations
Sep 29 Commercial Property



CLASS: 8 AM - 3:45 PM
EXAM REVIEW: 3:45 - 4:15 PM



MEMBER/NON-MEMBER: \$161 includes CE fees



Visit IABforME.com for details



If earning a designation, a timed, one-hour online exam will be available Monday through Thursday of the week following your webinar.



LOSS CONTROL CREDIT for Utica policyholders with CIC, CRM or CISR designations *except* Agency Operations, which credits any Utica policyholder.

WILLIAM T. HOLD LIVE WEBINARS



Jul 14 Personal Lines
Aug 24 Personal Lines
Sep 15 Commercial Lines



8 AM - 4:00 PM



MEMBER/NON-MEMBER: \$161 includes CE fees



PAJDE: 7 GEN | MD: 7 PC



NO EXAM REQUIRED



LOSS CONTROL CREDIT for Utica policyholders with CIC, CRM or CISR designations.

CERTIFIED INSURANCE COUNSELOR (CIC) LIVE WEBINARS



Jul 20-21 Agency Management
Aug 10-11 Commercial Multiline
Sep 7-8 Life and Health



CLASS: 8 AM - 5 PM
Exam review: 5:15 - 5:30 on first day is recommended for those earning the designation



MEMBER/NON-MEMBER: \$420 includes CE fees



Visit IABforME.com for details



If earning a designation, a timed, two-hour online exam (essay/short answer) will be available Monday through Thursday the week following the last webinar.



LOSS CONTROL CREDIT for Utica policyholders with CIC, CRM or CISR designations *except* Agency Management, which credits any Utica policyholder.

JAMES K. RUBLE LIVE WEBINARS



Jul 6-7
Jul 13-14
Aug 3-4



CLASS: 8 AM - 5:15 PM



MEMBER/NON-MEMBER: \$445 includes CE fees



Visit IABforME.com for details



NO EXAM REQUIRED



LOSS CONTROL CREDIT for Utica policyholders with CIC, CRM or CISR designations.

E&O RISK MANAGEMENT WEBINARS



Jul 1 1-4 PM Home & Auto Exposures They Don't Share *



Jul 8 9AM-12PM Agents E&O: Documentation, Social Media, Cyber & More **

Aug 12 1-4 PM Agents E&O: Duties, Operations, Checklists & More **

Aug 17 1-4 PM Culture, Ethics and E&O: The Right Way to Run an Agency *

Sep 2 9AM-12PM Home & Auto Exposures They Don't Share *

Sep 23 9AM-12PM Nailed It: Understanding Construction Contracts *

Sep 9 9AM-12PM Agents E&O: Documentation, Social Media, Cyber & More **



MEMBER: \$75
NON-MEMBER: \$105



Visit IABforME.com for details



NO EXAM REQUIRED



LOSS CONTROL CREDIT for Utica policyholders *
LOSS CONTROL CREDIT for Utica, Westport (PA/DE), and Allianz policyholders (PA/DE)**

E&O RISK MANAGEMENT ON DEMAND CE

Two courses available:

- Commercial Liability Coverage Gaps & How to Fill Them
- CP Coverage Gaps & How to Fill Them



AVAILABLE 24/7 at IABforME.com



Visit IABforME.com for details.



MEMBER: \$75 | NON-MEMBER: \$105
Includes CE fees



PA|DE: 3 GEN | MD: 3 PC



LOSS CONTROL CREDIT for Utica & Westport (PA/DE) policyholders

OTHER COVERAGE LIVE CE WEBINARS



Jul 1 9AM-1 PM Consumer Protection & Annuity Transactions

Jul 1 1-4 PM Home & Auto Exposures They Don't Share



Jul 7 2-3 PM Hour w/ Nicole: Personal Umbrella Issues

Jul 8 1-4 PM Is This For Real? Understanding Emerging Risks

Jul 13 9AM-12PM Small or Hobby Farm: Identifying & Insuring Risk

Jul 13 1-4 PM Coverage Problems Your Contractors Hate

Jul 15 9AM-12PM Ethics: Essentials for the Insurance Producer

Jul 15 1-4 PM Chris Amrhein's "Adv. in Aging": Surviving Retirement

Jul 20 9AM-12PM Commercial Property - Direct vs Indirect Damage

Jul 20 1-4 PM Contracts Agents Should Read

Jul 21 2-3 PM Hour w/ Corey: Custom Cars & Tricked-Out Trucks

Jul 22 9AM-12PM Personal Lines Clients & Their New Normal

Jul 22 1-4 PM Dead or Alive: the Many Functions of Life Insurance

Aug 5 1-4 PM Homeowners: Tales of Claims & Coverage

Aug 10 1-4 PM Why ALL Employers Need EPL Coverage

Aug 12 9AM-12PM Additional Insureds & Certificates

Aug 18 2-3 PM Hour w/ Cathy: Endorsements for Contractors

Aug 19 9AM-12PM Insurance Jeopardy! Testing Your Knowledge of PL & CL

Aug 19 1-4 PM Chris Amrhein's "Adv. in Aging": SS & Medicare

Aug 24 9AM-12PM Flood Insurance & the NFIP

Aug 24 1-4 PM "Where Will I Live?" Long-Term Insurance Solutions

Aug 25 2-3 PM Hour w/ Kevin: Insuring Drones

Aug 26 9AM-12PM Personal Lines Coverage Concerns

Aug 26 1-4 PM Insuring Commercial Transportation Exposures

Sep 1 2-3 PM Hour w/ Cathy: Commercial Property Problems

Sep 2 9AM-12PM Home & Auto Exposures They Don't Share

Sep 2 9AM-1 PM Consumer Protection & Annuity Transactions

Sep 2 1-4 PM Is This For Real? Understanding Emerging Risks

Sep 7 1-4 PM Commercial Property - Direct vs Indirect Damage

Sep 8 2-3 PM Hour w/ Kevin: Self-Driving Cars, Scooters, More

Sep 9 1-4 PM Personal Lines Clients & Their New Normal

Sep 14 9AM-12PM Small or Hobby Farm: Identifying & Insuring Risk

Sep 14 1-4 PM The Evolution of Ethics in Insurance

Sep 15 2-3 PM Hour w/ Nicole: Homeowners Loss Settlement

Sep 23 9AM-12PM Nailed It: Understanding Construction Contracts

Sep 23 1-4 PM Chris Amrhein's "Adv. in Aging": Surviving Retirement

Sep 28 1-4 PM Cyber - Evolution, Exposures & Incidents

Sep 30 1-4 PM Commercial Coverages, Court Cases & Chaos



1 HOUR WEBINARS: MEMBER: \$25 | NON-MEMBER: \$55
3 HOUR WEBINARS: MEMBER: \$75 | NON-MEMBER: \$105
4 HOUR WEBINARS: MEMBER: \$100 | NON-MEMBER: \$140



Visit IABforME.com for details



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TRAINING SCHEDULE FOR INSURANCE SUPERHEROES

Your customers count on you when they need help. Our education goal is simple: To give you the tools to be an insurance hero. Through IA&B education, you can conquer the insurance world for your clients.



TO REGISTER

Call 800-998-9644, option 1
Online: IABforME.com

QUESTIONS?

Call 800-998-9644, option 2
Email: education @IABforME.com



Insurance Agents
& Brokers



IA&B is the premier resource and champion for independent insurance agents in PA, MD, and DE.

IA&B core hours of operation are
8:30 AM - 4:30 PM, Mon - Fri.