

Essential Training Solutions

Earn Your Certified Professional Insurance Agent's Designation (CPIA)

Approved for North Carolina License

This designation has been endorsed by NCPIA & CAIW

March 1, 2010 **CPIA Designation Program – Part 1 #10737**
9:00 – 4:00 **6 CE hours Rating A**
Position for Success

Objective: Assist the participants in implementing risk identification strategies and systems that will prevent errors and omissions during the insurance prospecting process. Topics covered during the seminar include:

Understanding Today's Insurance Market Place
Identifying Coverage Concerns
Becoming an Industry Insider
Using the media as a sales tool

March 22, 2010 **CPIA Designation Program – Part 2 #10892**
9:00 – 4:00 **6 CE hours Rating A**
Implement for Success

Objective: To develop the technical knowledge and skills needed to design a complete, yet innovative insurance program for prospective clients. Participants will leave with detailed information for providing solutions in the complex insurance market. Issues addressed during the session include:

How to get the decision makers to work with you.
Presenting your solutions to the client and company
Selling without cold calling

April 19, 2010 **CPIA Designation Program – Part 3 #10893**
9:00 – 4:00 **6 CE hours Rating A**
Sustain Success

Objective: Participants will learn specific methods for maintaining high legal and ethical standards of operations while developing the agent-client relationship. Specific topics covered during the seminar include:

Establishing a client centered Agency
Creating a proactive client education program
Customer service WOW!

Classes will be held at:

Quality Inn - Executive Park
440 Griffith Road
Charlotte, NC 28217
704-525-0747 (for directions only)
Located just off I-77- (Exit 5, behind the Hilton Gardens)

******Limited seating available – Please register early!!!**

Charlotte, NC

Registration/Cancellation Policy

Check or money order must be received **(5) days before class**. Cancellations, please send substitute student, **no refunds will be given**. Students understand that they are responsible for attending the correct continuing education class for their applicable license.

The AIMS Society's Certified Professional Insurance Agent Designation (CPIA) stands for professionalism, commitment to professional training, results and technical knowledge. This is a National Designation! (www.aimsociety.com)

Who is eligible? Any licensed P&C Agent or Customer Service Rep. (CSR)

You must attend all three (3) seminars to earn the designation (18 hours in NC and 21 hours for SC license)

Any of the CPIA classes may also be used to obtain CE credit without earning the designation. **There is NO test requirement to earn this designation.**

Registration Form

Name: _____
NPN #: _____
Daytime phone #: _____
Fax #: _____
Email: _____
Referred by: _____

Make check or money order payable to Essential Training Solutions. Mail registration form and check to P.O. Box 1665, Cornelius, N.C. 28031-1665. North Carolina provider # S16196. **If you wish to pay by credit card please go to my website and click Register for Classes at www.patricespeaks.com.** Any questions please contact Patrice Winovich at 704-728-5571 or email: pwinovich@aol.com. **You do not have to pay for classes all at once.**

- CPIA 1** **\$185.00 (includes \$9.90 state filing fee)**
- CPIA 2** **\$185.00 (includes \$9.90 state filing fee)**
- CPIA 3** **\$185.00 (includes \$9.90 state filing fee)**

Price includes a light breakfast!!!!!!

******Ask about our exclusive discount for PIA and NAIW members!**

Instructor BIO

Essential Training Solutions is a state certified provider and Patrice is a certified CE instructor in 3 states. She is a licensed property and casualty agent with a background in claims, risk management and corporate training. Her insurance and education experience spans over 30 years. You can count on her classes to be upbeat and hands-on with real life experiences.

Notes: Information provided is for the usage of ETS only. If you wish to be removed from our list please contact our office. If interested in in-house training a corporate discount applies.