

Essential Training Solutions

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

Approved for North Carolina License

This designation has been endorsed by NCPIA and CAIW

Sept. 20, 2010
9:00 – 4:00

CPIA Designation Program – Part 1 #10737 NC

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

Oct. 4, 2010
9:00 – 4:00

CPIA Designation Program – Part 2 #10892 NC

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

Nov. 8, 2010
9:00 – 4:00

CPIA Designation Program – Part 3 #10893 NC

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:

Comfort Inn
1103 Lanada Road
Greensboro, NC 27407
336-297-1055 (for directions only)
Take 40 East to exit 214 B

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

If interested in in-house training a corporate discount applies.