

The Society of Certified Insurance Counselors

Agency Management Institute

Duluth, GA • March 9-11, 2016

Wednesday, March 9, 2016

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, March 10, 2016

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, March 11, 2016

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

Faculty

Jerry W. Duke

PIA of Georgia, Inc., Duluth, GA

William C. Toll, CIC

Bill Toll & Associates, Inc., Austin, TX

Ed Consultant

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

Euharlee, GA

Program Location

Address & Phone: **PIA of Georgia Learning Center**
3805 Crestwood Parkway NW, Ste. 140
Duluth, GA 30096
(770) 921-7585

Registration with Coffee and Rolls

Agency Organizations

Mr. Jerry W. Duke

Understanding and Managing Financial Strength

Mr. Jerry W. Duke

Lunch - on your own

Agency Planning

Ms. Rebecca Lathrop, CIC, CPIA

Exam Briefing

Coffee & Rolls

Human Resources

Ms. Rebecca Lathrop, CIC, CPIA

Lunch - on your own

Agency Productivity and Effectiveness

Mr. William C. Toll, CIC

Coffee & Rolls

Legal and Ethical Responsibilities

Mr. William C. Toll, CIC

Lunch and Study Time - on your own

Examination

Rebecca Lathrop, CIC, CPIA

Optimum Performance Solutions, LLC, Lake Worth, FL