

# Certified Professional Insurance Agent (CPIA)



## CPIA Courses

- Oct 12 – Position for Success  
Participants are encouraged to focus on internal and external factors affecting the development of effective business development plans. 7 CEC's
- Oct 13 – Implement for Success  
Participants will be provided with specific tools for analyzing consumer needs; they will learn to gather prospect information and more. 7 CEC's
- Oct 14 – Sustain Success  
Participants will focus on fulfilling the implied promises contained in the insuring agreement. 8 CEC's

**Members \$180 per class**

**Non-members \$205 per class**

## Earn your CPIA Designation in 3 Days Approved in Maine for 22 CEC's 10/12 – 10/14

The MIAA and the AIMS Society have partnered to bring you the CPIA Designation Program. The courses are being offered in Maine and can be taken as individual 1 day courses, or you can join us for all 3 days and earn a designation. There is no exam required. The material is great for new to the industry agents but even experienced agents leave learning something new! Each course does have sections that will discuss an agency's E&O and how to avoid potential claims.

### LOCATION:

ZOOM Presentation  
8:30am – 4pm

### PRESENTED BY:

Mr. John Fear, *Owner, Premier Business Consulting*

Lunch is on your own each day

REGISTER Online at [Maineagents.net](http://Maineagents.net)

