

2015 CISR SCHEDULE

Personal Lines Misc.

February 5: Lafayette
February 6: Shreveport
February 11: Baton Rouge
February 12: New Orleans

Commercial Casualty-1

March 17: Lafayette
March 18: Baton Rouge
March 19: New Orleans
March 24: Shreveport

Personal Residential

April 21: Lafayette
April 22: Shreveport
April 29: Baton Rouge
April 30: New Orleans

Commercial Property

May 12: Shreveport
May 13: Lafayette
May 19: New Orleans
May 20: Baton Rouge

Agency Operations

June 9: Shreveport
June 10: Baton Rouge
June 11: New Orleans

*William T Hold

August 18: Shreveport
August 20: Baton Rouge

*Dynamics of Service

August 19: Lafayette
August 27: New Orleans

Personal Auto

September 15: Shreveport
September 17: Lafayette
September 23: Baton Rouge
September 24: New Orleans

Commercial Casualty -2

October 20: Lafayette
October 27: Shreveport
October 28: Baton Rouge
October 29: New Orleans

Life & Health Essentials

October 21: Baton Rouge

*WTH & DOS classes do not count towards earning the CISR or Elite designation.

2015 CPIA SCHEDULE

Spring Series

CPIA -1

Position for Success

February 10: Baton Rouge
February 24: Shreveport

CPIA -2

Implement for Success

March 10: Baton Rouge
March 31: Shreveport

CPIA -2

Implement for Success

April 21: Baton Rouge
April 28: Shreveport

Fall Series

CPIA -1

Position for Success

September 8: New Orleans

CPIA -2

Implement for Success

October 6: New Orleans

CPIA -2

Implement for Success

November 3: New Orleans

Education Registration Form - Please Print

Form may be duplicated: ONE form per registrant/class

CISR CISR Update CPIA CPIA Update

CISR Elite

Date of Course _____ Course Topic _____

Course Location _____

Name _____ Current Designation(s) Held _____

Agency/Company Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

License Number _____ Birth Date _____

REGISTRATION FEES

CISR: \$149

CPIA: PIA Member: \$150 PIA NON-Member: \$175

PIA MEMBER YES NO

METHOD OF PAYMENT

Check made payable to PIA of Louisiana
AMEX VISA MASTERCARD

Credit Card # _____ Exp. Date _____

Name of Cardholder _____ Security Code _____

Signature of Cardholder _____ Billing Zip _____

*Fees must accompany registration form and be received prior to class!
Late payments will be assessed a \$25.00 late fee.*



*Continuing Education
courses for today's
busiest insurance
professionals*

***PIA of Louisiana's
2015 Education
Programs***



*PIA's Education
Programs help you to
improve your
professional standing
and increase your
knowledge to better serve
your clients.*

CISR PROGRAM

The Certified Insurance Service Representative



The CISR Designation program is a nationally recognized educational program targeted to the customer service representative. CISR is an intermediate level program assuming some working knowledge of applicable policies.

Choose 5 of 9 to improve your 9 to 5. The CISR program is comprised of 9 course offerings for the prestigious designation. These courses allow participants to select from a variety of topics, based on their personal preference, to earn the CISR designation. These options give participants the opportunity to choose courses to specialize in a certain area or mix and match courses to diversify their learning.

CISR COURSES:

- Commercial Casualty I - CGL, Additional Insureds
- Commercial Casualty II - BAP, WC, Excess
- Insuring Commercial Property
- Insuring Personal Auto Exposures
- Insuring Personal Residential Property
- Personal Lines Miscellaneous
- Agency Operations
- Life & Health Essentials
- Elements of Risk Management

CISR Seminar Agenda:

7:30 a.m. - 8:00 a.m.	Registration
8:00 a.m. - 3:30 p.m.	Seminar
3:30 p.m. - 4:00 p.m.	Study Session
4:00 p.m. - 5:00 p.m.	Exam

All CISR classes are approved for 7 hours of Louisiana CE Credit.

CPIA PROGRAM

The Certified Professional Insurance Agent



The CPIA Designation stands for professionalism, commitment to training and results, and technical knowledge. To earn the designation, candidates are required to participate in a series of three, one-day Insurance Success Seminars. These seminars are designed to enhance the ability of producers, sales support staff and company personnel to efficiently create and distribute effective insurance programs. Participants leave each class with ideas that will produce sales results immediately!

- No Test Required
- Sales based ideas that count for CE credit
- E&O highlights in every class

The three *Insurance Success Seminars* are:

CPIA 1 - Position for Success

CPIA 2 - Implement for Success

CPIA 3 - Sustain Success

This class series is beneficial to any producer, agency sales-support staff, or insurance company representative that has a desire to learn how to effectively create and distribute comprehensive insurance programs.

CPIA Seminar Agenda:

7:30 a.m. - 8:00 a.m.	Registration
8:00 a.m. - 3:30 p.m.	Seminar

Each CPIA class is approved for 7 hours of Louisiana CE Credit.

CISR ELITE PROGRAM

The Certified Insurance Service Representative



The CISR ELITE Designation... Don't stop learning after you receive your CISR designation. It is now possible for you to keep your commitment to continuing education and earn the highest recognition - CISR Elite. By taking and passing **all nine** CISR courses, you will be honored with the prestigious new status. Obtaining the status of CISR Elite is evidence of commitment to the agency, the client, and the participant's personal growth.

Earning the CISR Elite:

- Represents increased specialized knowledge
- Increases earning power
- Enhances professional status
- Creates more value for your agency/company

EDUCATION CANCELLATION POLICY

Cancellations received 10 days prior to the start of the class are subject to a \$30 administrative fee. **No shows and cancellations within 10 days of the class will result in forfeiture of the entire fee.** Participant substitutions are honored without penalty. **Transfers to another class may be made up to 2 days prior to the class date for a \$30 administrative fee.**

Americans with Disabilities Act: In accordance with Title III of the Americans with Disabilities Act, we invite registrants with a disability to advise us and request accommodation. Requests should be submitted to PIA of Louisiana as soon as possible.

*For more information or to register, please contact
Coleen Brooks*

*Professional Insurance Agents of Louisiana
8064 Summa Ave, Suite C*

Baton Rouge, LA 70809

1-800-349-3434

coleen@piaoflouisiana.com