

2019 Schedule

**Commercial Lines  
Producer School\***

Round Rock, TX 1/14 - 1/25
San Diego, CA 1/14 - 1/25
Miamisburg, OH 3/4 - 3/15
Englewood, CO 3/18 - 3/29
Rosemont, IL 4/8 - 4/19
Scottsdale, AZ 4/29 - 5/10
Irvine, CA 5/6 - 5/17
Hartford, CT 5/13 - 5/24
Franklin, TN 6/10 - 6/21
Charlotte, NC 7/8 - 7/19
Sacramento, CA 7/22 - 8/2
Buffalo, NY 8/19 - 8/30
Dallas, TX 9/9 - 9/20
Linthicum, MD 9/30 - 10/11
Rosemont, IL 10/21 - 11/1
Atlanta, GA 11/11 - 11/22
Hartford, CT 12/2 - 12/13
Irvine, CA 12/2 - 12/13

TUITION COST: \$3,995

**Commercial Lines CSR  
Acct. Mgr. School\***

Irvine, CA 2/11 - 2/22
Rosemont, IL 6/3 - 6/14
Linthicum, MD 8/12 - 8/23

TUITION COST: \$3,995

**Small Business  
Coverage Specialist\***

Virtual 1/15 - 1/17
Chicago, IL 3/19 - 3/20
Virtual 4/2 - 4/4
Alpharetta, GA 4/30 - 5/1
Virtual 6/11 - 6/13
Hartford, CT 8/6 - 8/7
Virtual 9/17 - 9/19
Irvine, CA 10/15 - 10/16

TUITION COST: \$895

**Performance Coaching  
for Producers**

This 6 month program is designed to train Producers to help achieve significant and sustainable increases in production and efficiency.

TUITION COST: \$3,495

**Virtual Commercial  
Lines School**

Virtual 1/14 - 1/25
Virtual 2/4 - 2/15
Virtual 3/11 - 3/22
Virtual 4/8 - 4/19
Virtual 5/13 - 5/24
Virtual 6/10 - 6/21
Virtual 7/8 - 7/19
Virtual 8/19 - 8/30
Virtual 9/16 - 9/27
Virtual 10/14 - 10/25
Virtual 11/11 - 11/22

TUITION COST: \$3,995

**Virtual Personal  
Lines School\***

Virtual 2/4 - 2/8
Virtual 4/1 - 4/5
Virtual 6/3 - 6/7
Virtual 8/12 - 8/16
Virtual 10/7 - 10/11
Virtual 12/2 - 12/6

TUITION COST: \$1,295



**Group Benefits  
Disability Specialist  
Program\***

Lake Mary, FL 3/5 - 3/7
Alpharetta, GA 4/1 - 4/3
Eden Prairie, MN 4/23 - 4/25
Linthicum, MD 5/13 - 5/15
Chicago, IL 6/4 - 6/6
Vienna, VA 6/25 - 6/27
Englewood, CO 7/22 - 7/24
Franklin, TN 8/6 - 8/8
Miamisburg, OH 8/27 - 8/29
Malvern, PA 9/17 - 9/19
Irvine, CA 9/30 - 10/2
Hartford, CT 10/22 - 10/24

TUITION COST: \$995

**Employee  
Benefits  
School**

Virtual 2/25 - 3/1
Chicago, IL 4/2 - 4/5
Irvine, CA 6/18 - 6/21
Virtual 7/29 - 8/2
Linthicum, MD 9/10 - 9/13

TUITION COST: \$1,295

\*Pre-work will be sent out a month before the class start date

**Voluntary Benefits  
Specialist  
Program\***

King of Prussia, PA 3/12 - 3/13
Alpharetta, GA 4/4 - 4/5
Chicago, IL 4/9 - 4/10
Columbus OH 4/30 - 5/1
Linthicum, MD 5/16 - 5/17
The Woodlands, TX 5/21 - 5/22
Boston, MA 6/11 - 6/12
Englewood, CO 7/25 - 7/26
Rochester, NY 7/23 - 7/24
Bloomington, MN 8/13 - 8/14
Irvine, CA 10/3 - 10/4
Charlotte, NC 10/8 - 10/9

TUITION COST: \$895

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Property & Casualty Offerings

