

PROPERTY & CASUALTY OFFERINGS



COMMERCIAL LINES PRODUCER SCHOOL

PHASE 1 self-study begins	PHASE 2 Course Instruction		
	Class Start Date	Location	Area
12/27/17	1/22/18 - 2/2/18	Round Rock, TX	Austin
1/8/18	2/5/18 - 2/16/18	Charlotte, NC	Charlotte
1/29/18	2/26/18 - 3/9/18	San Diego, CA	San Diego
3/19/18	4/16/18 - 4/27/18	Scottsdale, AZ	Phoenix
3/26/18	4/23/18 - 5/4/18	Dayton, OH	Dayton
4/16/18	5/14/18 - 5/25/18	Hartford, CT	Hartford
5/7/18	6/4/18 - 6/15/18	Englewood, CO	Denver
5/14/18	6/11/18 - 6/22/18	Franklin, TN	Nashville
6/11/18	7/9/18 - 7/20/18	Pleasant Hill, CA	San. Fran
6/11/18	7/9/18 - 7/20/18	Rosemont, IL	Chicago
7/23/18	8/20/18 - 8/31/18	Alpharetta, GA	Atlanta
8/20/18	9/17/18 - 9/28/18	Princeton, NJ	Trenton
9/17/18	10/15/18 - 10/26/18	The Woodlands, TX	Houston
10/1/18	10/29/18 - 11/9/18	Annapolis, MD	Baltimore
11/5/18	12/3/18 - 12/14/18	Hartford, CT	Hartford
11/5/18	12/3/18 - 12/14/18	Costa Mesa, CA	Newport Bch

TUITION COST: \$3,995



COMMERCIAL LINES CSR/ ACCOUNT MANAGER SCHOOL

PHASE 1 self-study begins	PHASE 2 Course Instruction		
	Class Start Date	Location	Area
12/27/17	1/22/18 - 2/2/18	Franklin, TN	Nashville
2/12/18	3/12/18 - 3/23/18	Pleasant Hill, CA	San. Fran.
5/7/18	6/4/18 - 6/15/18	The Woodlands, TX	Houston
7/9/18	8/6/18 - 8/17/18	Annapolis, MD	Baltimore
8/20/18	9/17/18 - 9/28/18	Hartford, CT	Hartford

TUITION COST: \$3,995



2018 TRAINING SCHEDULE



VIRTUAL COMMERCIAL LINES SCHOOL

PHASE 1 self-study begins	PHASE 2 Course Instruction		
	Class Start Date	Location	Area
12/18/17	1/15/18 - 1/26/18	Virtual	N/A
1/15/18	2/12/18 - 2/23/18	Virtual	N/A
2/12/18	3/12/18 - 3/23/18	Virtual	N/A
3/12/18	4/9/18 - 4/20/18	Virtual	N/A
4/16/18	5/14/18 - 5/25/18	Virtual	N/A
5/14/18	6/11/18 - 6/22/18	Virtual	N/A
7/9/18	8/6/18 - 8/17/18	Virtual	N/A
8/13/18	9/10/18 - 9/21/18	Virtual	N/A
9/17/18	10/15/18 - 10/26/18	Virtual	N/A
10/8/18	11/5/18 - 11/16/18	Virtual	N/A
10/29/18	11/26/18 - 12/7/18	Virtual	N/A

TUITION COST: \$3,995

PROPERTY & CASUALTY OFFERINGS



SMALL BUSINESS COVERAGE SPECIALIST PROGRAM

PHASE 1 self-study begins	PHASE 2 Course Instruction		
	Class Start Date	Location	Area
3/6/18	4/3/18 - 4/4/18	Princeton, NJ	Trenton
4/3/18	5/1/18 - 5/3/18	Virtual	N/A
4/24/18	5/22/18 - 5/23/18	Chicago, IL	Chicago
5/29/18	6/26/18 - 6/28/18	Virtual	N/A
7/10/18	8/7/18 - 8/8/18	Hartford, CT	Harford
8/28/18	9/25/18 - 9/26/18	Brea, CA	Los Ang.
10/9/18	11/6/18 - 11/8/18	Virtual	N/A

TUITION COST: \$895



VIRTUAL PERSONAL LINES SCHOOL

PHASE 1 self-study begins	PHASE 2 Course Instruction		
	Class Start Date	Location	Area
1/29/18	2/26/18 - 3/2/18	Virtual	N/A
4/16/18	5/14/18 - 5/18/18	Virtual	N/A
6/25/18	7/23/18 - 7/27/18	Virtual	N/A
10/15/18	11/12/18 - 11/16/18	Virtual	N/A

TUITION COST: \$1,295

PERFORMANCE COACHING FOR PRODUCERS

HSI's Performance Coaching for Producers 6 month program is designed to coach, support and train Producers to help achieve significant and sustainable increases in production and efficiency.

TUITION COST: \$3,495

GROUP BENEFIT OFFERINGS

For full course descriptions and to register, visit www.thehartford.com/hsi



2018 TRAINING SCHEDULE

EMPLOYEE BENEFITS SCHOOL

PHASE 1 <i>self-study</i> begins	PHASE 2 Course Instruction		
	Date	Location	Area
N/A	3/6/18 - 3/9/18	Chicago, IL	Chicago
N/A	5/1/18 - 5/4/18	Alpharetta, GA	Atlanta
N/A	6/19/18 - 6/22/18	Annapolis, MD	Baltimore
N/A	10/16/18 - 10/19/18	Costa Mesa, CA	Newport Bch

TUITION COST: \$1,295



GROUP BENEFITS DISABILITY SPECIALIST PROGRAM

PHASE 1 <i>self-study</i> begins	PHASE 2 Course Instruction		
	Date	Location	Area
2/5/18	3/6/18 - 3/8/18	Hartford, CT	Hartford
2/13/18	3/13/18 - 3/15/18	Alpharetta, GA	Atlanta
2/27/18	3/27/18 - 3/29/18	Costa Mesa, CA	Newport Bch
3/13/18	4/10/18 - 4/12/18	St. Louis, MO	St. Louis
3/27/18	4/24/18 - 4/26/18	Lake Mary, FL	Orlando
4/24/18	5/22/18 - 5/24/18	Englewood, CO	Denver
5/29/18	6/26/18 - 6/28/18	Franklin, TN	Nashville
6/19/18	7/17/18 - 7/19/18	Chicago, IL	Chicago
7/24/18	8/21/18 - 8/23/18	Malvern, PA	Philadelphia
8/21/18	9/18/18 - 9/20/18	Annapolis, MD	Baltimore
8/28/18	9/25/18 - 9/27/18	Troy, MI	Detroit

TUITION COST: \$995



VOLUNTARY BENEFITS SPECIALIST PROGRAM

PHASE 1 <i>self-study</i> begins	PHASE 2 Course Instruction		
	Date	Location	Area
2/20/18	3/20/18 - 3/21/18	Englewood, CO	Denver
3/20/18	4/17/18 - 4/18/18	Charlotte, NC	Charlotte
4/10/18	5/8/18 - 5/9/18	Schaumburg, IL	Chicago
4/17/18	5/15/18 - 5/16/18	San Diego, CA	San Diego
4/17/18	5/15/18 - 5/16/18	Annapolis, MD	Baltimore
5/7/18	6/4/18 - 6/5/18	Bloomington, MN	Minneapolis
6/12/18	7/10/18 - 7/11/18	Cincinnati, OH	Cincinnati
6/14/18	7/12/18 - 7/13/18	Phoenixville, PA	Philadelphia
6/26/18	7/24/18 - 7/25/18	Alpharetta, GA	Atlanta
7/17/18	8/14/18 - 8/15/18	Ft. Lauderdale, FL	Ft. Lauderdale
7/31/18	8/28/18 - 8/29/18	Boston, MA	Boston

TUITION COST: \$895

Have Questions?

Contact Hartford School of Insurance at agentedu@thehartford.com or (800) 772-0208

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For full course descriptions and to register, visit www.thehartford.com/hsi