

COMMERCIAL LINES PRODUCER SCHOOL



| Class Start Date | Location |
|------------------|----------------------------------|
| 1/14 - 1/25 | Round Rock, TX |
| 1/14 - 1/25 | San Diego, CA |
| 3/18 - 3/29 | Englewood, CO (Denver Area) |
| 4/8 - 4/19 | Rosemont, IL (Chicago Area) |
| 4/29 - 5/10 | Scottsdale, AZ (Phoenix Area) |
| 5/6 - 5/17 | Irvine, CA (Newport Beach Area) |
| 5/13 - 5/24 | Hartford, CT |
| 6/10 - 6/21 | Franklin, TN (Nashville Area) |
| 7/8 - 7/19 | Charlotte, NC |
| 7/22 - 8/2 | Sacramento, CA |
| 8/19 - 8/30 | Williamsville, NY (Buffalo Area) |
| 9/9 - 9/20 | Addison, TX (Dallas Area) |
| 9/30 - 10/11 | Linthicum, MD (Baltimore Area) |
| 10/21 - 11/1 | Rosemont, IL (Chicago Area) |
| 11/11 - 11/22 | Alpharetta, GA (Atlanta Area) |
| 12/2 - 12/13 | Hartford, CT |
| 12/2 - 12/13 | Irvine, CA (Newport Beach Area) |

TUITION COST: \$3,995

PROPERTY & CASUALTY WEBINARS, GROUP BENEFITS OFFERINGS

* No CE credits for virtual programs



Denotes Continuing Education credits received upon completion



Upon completion of the program, students will earn a National Underwriter Professional Designation

2019 TRAINING SCHEDULE



VIRTUAL COMMERCIAL LINES SCHOOL



| Class Start Date | Location |
|------------------|----------|
| 1/14 - 1/25 | 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 | Virtual |
| 12/2 - 12/13 | Virtual |

TUITION COST: \$3,995

COMMERCIAL LINES CSR SCHOOL



| Class Start Date | Location |
|------------------|--------------------------------|
| 6/3 - 6/14 | Rosemont, IL (Chicago Area) |
| 8/12 - 8/23 | Linthicum, MD (Baltimore Area) |

TUITION COST: \$3,995

PROPERTY & CASUALTY OFFERINGS

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SMALL BUSINESS COVERAGE SPECIALIST PROGRAM



| Class Start Date | Location |
|------------------|-------------------------------|
| 1/15 - 1/17 | Virtual* |
| 3/19 - 3/20 | Rosemont, IL (Chicago Area) |
| 4/2 - 4/4 | Virtual* |
| 4/30 - 5/1 | Alpharetta, GA (Atlanta Area) |
| 8/6 - 8/7 | Hartford, CT |
| 9/16 - 9/19 | Virtual* |
| 10/15 - 10/16 | Brea, CA (Orange County) |
| 11/11 - 11/14 | Virtual* |

TUITION COST: \$895

VIRTUAL PERSONAL LINES SCHOOL



| Class Start Date | Location |
|------------------|----------|
| 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 | Virtual |

TUITION COST: \$1,295



For full course descriptions and to register, visit:



www.thehartford.com/hsi

PROPERTY & CASUALTY WEBINARS

| Class Start Date | Topic |
|--------------------|--|
| 6/20 | Commercial Auto Rentals |
| 7/24 | Conducting a Meeting |
| 8/15 | Workers Compensation - Who Is an Employee? |
| 9/19 | Business Income - Beyond the Basics |
| 10/17 | Tenant/Landlord Leases - Insuring Improvements and Betterments |
| 11/14 | NCCI Workers Compensation Experience Rating Explained |
| 12/12 | Virtual |
| 12/18 | Lead Generation |
| TUITION COST: \$69 | |

ADVANCING YOUR SALES APPROACH WORKSHOP

| Class Start Date | Location |
|---------------------|------------------|
| 8/1 - 8/2 | Frisco, TX |
| 9/11 - 9/12 | Philadelphia, PA |
| 10/8 - 10/9 | Hartford, CT |
| TUITION COST: \$795 | |

Have Questions?

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

* No CE credits for virtual programs



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Upon completion of the program, students will earn a National Underwriter Professional Designation

2019 TRAINING SCHEDULE



GROUP BENEFITS OFFERINGS page 2 of 2



VOLUNTARY BENEFITS SPECIALIST PROGRAM



| Class Start Date | Location |
|---------------------|---|
| 3/12 - 3/13 | King of Prussia, PA (Philadelphia Area) |
| 4/4 - 4/5 | Alpharetta, GA (Atlanta Area) |
| 4/9 - 4/10 | Chicago, IL |
| 5/16 - 5/17 | Linthicum, MD (Baltimore Area) |
| 7/23 - 7/24 | Victor, NY (Rochester Area) |
| 7/25 - 7/26 | Englewood, CO (Denver Area) |
| 8/13 - 8/14 | Minneapolis, MN |
| 10/3 - 10/4 | Irvine, CA (Newport Beach Area) |
| 10/8 - 10/9 | Charlotte, NC |
| TUITION COST: \$895 | |



For full course descriptions and to register, visit:



www.thehartford.com/hsi

EMPLOYEE BENEFITS SCHOOL

| Class Start Date | Location |
|-----------------------|---------------------------------|
| 2/25 - 3/1 | Virtual* |
| 4/2 - 4/5 | Chicago, IL |
| 6/18 - 6/21 | Irvine, CA (Newport Beach Area) |
| 7/29 - 8/2 | Virtual* |
| 9/9 - 9/13 | Virtual* |
| TUITION COST: \$1,295 | |

GROUP BENEFITS DISABILITY SPECIALIST PROGRAM

| Class Start Date | Location |
|---------------------|---|
| 3/5 - 3/7 | Lake Mary, FL (Orlando Area) |
| 4/1 - 4/3 | Alpharetta, GA (Atlanta Area) |
| 4/23 - 4/25 | Eden Prairie, MN (Minneapolis Area) |
| 5/13 - 5/15 | Linthicum, MD (Baltimore Area) |
| 6/4 - 6/6 | Chicago, IL |
| 6/25 - 6/27 | Vienna, VA (Washington DC Area) |
| 7/22 - 7/24 | Englewood, CO (Denver Area) |
| 8/6 - 8/8 | Franklin, TN (Nashville Area) |
| 8/27 - 8/29 | Miamisburg, OH (Dayton Area) |
| 9/17 - 9/19 | King of Prussia, PA (Philadelphia Area) |
| 9/30 - 10/2 | Irvine, CA (Newport Beach Area) |
| 10/22 - 10/24 | Hartford, CT |
| TUITION COST: \$995 | |