

PIA Summer SCHOOL

13 Hours of Free CE!

June 14-16, 2017

Courtyard by Marriott

WEDNESDAY – JUNE 14th

Cyber Liability 1:00 - 3:00 pm 2 Gen
 Kimberly Sparks CIC, RPLU
 Chris-Leef General Agency

The cyber presentation is designed to help retail agents learn more about the data/privacy exposures their customers face, helpful selling techniques, learning basic coverage components of a good mono-line cyber policy, learn why an endorsement on their existing policy may not be good enough, and how offering higher limits could prevent an Agents E&O claim.

LTC Partnership Refresher Course
 3:00 - 4:00 pm 1 LH
 Angie Hughes, LTCP, Producers XL

This 1 hour LTC Partnership course will serve as your Refresher to the LTC training giving you the down and dirty on what you need to know to be certified to sell long-term care insurance. In this jammed packed hour, you will learn about long-term care insurance suitability, Medicaid, the LTC Partnership Program and alternatives to financing LTC.

Medicare 101 4:00 - 5:00 pm 1 LH
 Scott Sandquist, Producers XL

This presentation was developed as a tool to help agents educate consumers about Medicare. After the completion of the presentation the consumer should have a better understanding of Medicare and what options they have with Medigap Plan.

6:00 pm **Dinner & Bowling**



Gutierrez Mexican Restaurant



THURSDAY – JUNE 15th

Continental Breakfast 8:00 am
Annual Business Meeting 8:15 am

Agents Guide to Understanding Probate & Estate Planning-Part 1
 8:45 – 10:45 am 2 LH
 Phil Noah, Creative Educators

This 2 hour course will educate you on titling and deeding property/transfer on death. The course helps agent's create a better relationship with their clients and aids in the retention of business.

Ethics - Trust Begets Confidence 1 ET
 11:00 am - Noon
 Phil Noah, Creative Educators

LUNCH BREAK Noon – 1:00 pm

Key E&O Issues Inherit In The Sales Process 1:00 - 4:00 pm 3 Gen

Curtis Pearsall, CPCU, E&O TIPS TUESDAY & Special Consultant to the Utica E&O Program
 Throughout the traditional sales process, there are a number of areas that if not handled correctly have definite potential to generate an E&O claim. This 3 hour loss control seminar will examine the sales process (from beginning to conclusion) and look at the various issues and E&O prevention suggestions to reduce the E&O exposure. Actual E&O cases will be used to enhance the understanding of the material.



As transportation is being provided please RSVP on the Registration Form if you plan to attend the dinner & bowling on Wednesday.

FRIDAY – JUNE 16th

Who Has It? Who Wants It? Who Gets It? 3 LH
 8:30 – 11:30 am

Phil Noah, Creative Educators
 Life insurance agents are in a position of not only being able to offer products that offer protection and security, but also have the responsibility to inform and educate their clients about estate planning needs. Understanding the basics of Wills and Trusts and how they are administered is vital for imparting pertinent information to clients. This course provides a broad understanding of the terminology as well as the function of the Trustee of a trust.

**Door-Prizes!
 Give-A-Ways!**



*Join us in Salina -
 You will be glad you did!*

Summer School Additional Info
 All CE classes, continental breakfasts, and Thursday's luncheon are included with the free registration.

Wednesday and Thursday dinners are 'on your own'. Transportation will be provided for dinner and bowling (Wed).

Event Attire: Summer Casual
 This is a fun, relaxed event.
 Jeans, shorts & sandals are ok!

Reminder on CE Credit Class Approval
 Life/Health: Approved for LH only
 General: Approved for PC and/or LH
 Ethics: Approved for Ethics and/or PC and/or LH

Over >>>

Summer School made possible by PIA's

PARTNERS IN ACTION



Progressive Insurance

Risk Innovations

Specialty Insurance Mgrs.

Upland Mutual Insurance

Utica National Insurance

Bohrer-Croxdale & McAdoo

Chris-Leef General Agency

Columbia Insurance Group

Farmers Alliance Mutual Insurance

Farmers Mutual Insurance Co.

Graham-Rogers

Imperial PFS

Kansas Mutual Insurance Co.

Markel Specialty Commercial

M. J. Kelly Company

Bremen Farmers' Mutual Insurance

Buckeye Insurance Group

ROOM RESERVATIONS

3020 Riffel Dr
Salina, KS

Phone: 785.309.1300

Mention "KS PIA" for our \$109 rate

Room block expires May 29, 2017



Summer SCHOOL REGISTRATION FORM

MEMBERS: FREE

Non-Members: \$15 per credit hour/\$15 lunch

↓↓ Please indicate number attending

WEDNESDAY/JUNE 14

<input type="checkbox"/> Cyber Liability	2 Gen	1:00 - 3:00 pm
<input type="checkbox"/> LTC Refresher Course	1 LH	3:00 - 4:00 pm
<input type="checkbox"/> Medicare 101	1 LH	4:00 - 5:00 pm
<input type="checkbox"/> Dinner & Bowling		6:00 - 9:00 pm

THURSDAY/JUNE 15

<input type="checkbox"/> Breakfast/Annual Business Meeting		8:00 - 8:30 am
<input type="checkbox"/> Probate & Estate Planning	2 LH	8:45 - 10:45 am
<input type="checkbox"/> Ethics	1 ET	11:00 - Noon
<input type="checkbox"/> Buffet Luncheon		Noon - 1:00 pm
<input type="checkbox"/> E&O Loss Prevention	3 Gen	1:00 - 4:00 pm

FRIDAY/JUNE 16

<input type="checkbox"/> Who Has It? Who Wants It?		
<input type="checkbox"/> Who Gets It?	3 LH	8:30 - 11:30 am

Name(s) _____

_____ NPN# _____

_____ NPN# _____

_____ NPN# _____

Agency/Co _____

City _____

Phone _____

E-mail _____

FREE MEMBER REGISTRATION

Fax: 785-232-0272

Online: www.kansaspia.org

E-mail: pia@pia.kscoxmail.com

NON-MEMBER REGISTRATION

Check to: PIA, 216 SW 7th Topeka KS 66603

MC/VISA: call PIA at 800-836-7387

REGISTRATION DEADLINE: JUNE 8, 2017

?/Questions

E-mail: pia@pia.kscoxmail.com

Phone: 785-232-4143 or 800-836-7387

A confirmation will be sent once registration is received.