

Personal & Commercial Coverage Basics

Two online courses that give your rookies the training they need to succeed without interrupting your daily sales and services activities

Personal Lines Coverage Basics - \$285

(for employees with 3-9 months experience)

Curriculum includes:

Orientation (if first online course)

Wk 1: Introduction to Property Insurance

Wk 2: Introduction to Liability Insurance

Wk 3: Dwelling Insurance

Wk 4: Homeowners Insurance

Wk 5: Personal Auto Insurance

Wk 6: Miscellaneous Personal Insurance

2017 Course Schedule (offered bi-monthly):

Orientation Week	Course Dates
January 9, 2017	1/16 – 2/24
March 13, 2017	3/20 – 4/28
May 8, 2017	5/15 – 6/23
July 10, 2017	7/17 – 8/25
Sept 11, 2017	9/18 – 10/27
Nov 13, 2017	11/20 – 12/29 ^{+1 wk holiday extension}

NOTE: Course does not offer c.e. credits.

Commercial Lines Coverage Basics-\$295

(for employees with 3-12 months experience)

Curriculum includes:

Orientation (if first online course)

Wk 1: The Comm'l Pkg Policy & the Business Owners Policy

Wk 2: Commercial Property Insurance

Wk 3: Ocean & Inland Marine Insurance

Wk 4: Commercial General Liability Insurance

Wk 5: Commercial Auto Insurance

Wk 6: Commercial Crime Insurance

Wk 7: Workers' Compensation

Wk 8: Miscellaneous Commercial Insurance

2017 Schedule (offered bi-monthly):

Orientation Week	Course Dates
February 13, 2017	2/20 - 4/14
April 10, 2017	4/17 - 6/9
June 12, 2017	6/19 - 8/11
August 14, 2017	8/21 - 10/13
October 9, 2017	10/16 - 12/8

NOTE: Course does not offer c.e. credits.

Course Fee: Personal Lines- \$285/Comm'l Lines-\$295

Student Activity in a MERG Course

- #1. Read a chapter and/or an e-lecture.
- #2. Perform at least one activity in the week, using the agency as a "learning lab". The activities send you into the agency as a proactive learner, observing procedures and asking questions.
- #3. Post your observations about the activity.
- #4. Participate in a discussion question weekly with classmates and the facilitator.
- #5. Take occasional quizzes & a final exam.

Time to complete course: 3 hours weekly max.

Time on-line: Less than 1 hr weekly.

Work can be completed off-line, then pasted in online.

"This course was more technically in depth than I expected. I found it to be very educational and got a good picture of how the insurance business is conducted and how many benefits the insurance company offers..."

Registration

Mail, fax or email your completed registration form to:

Independent Insurance Agents & Brokers of Washington
11911 NE 1st Street, Suite B103, Bellevue, WA 98005
Phone: (425)649-0102 ext 224 FAX: (425)649-8573
Email: sarnett@wainsurance.org

Name _____

Firm _____

Street Address _____

Mailing Address _____

City/State/Zip _____

FAX _____ Phone _____

E-mail _____

Course & Start Date: _____

☐ My check is enclosed. \$285-PL \$295-CL

☐ Please charge the course registration to my credit card:

☐ MC ☐ VISA Exp date: _____ Security Code _____

Name on Card: _____

Card # _____

Billing Address on card: _____

City _____ Zip Code _____

Signature _____