

The Society of Certified Insurance Counselors

Agency Management

Topeka, KS, WB • June 16-17, 2020

Tuesday, June 16, 2020

7:30 AM - 8:00 AM

8:00 AM - 12:15 PM

SECTION 1

Join Webinar

STRATEGIC PLANNING

Ms. Rebecca Lathrop, CIC, CPIA

12:15 PM - 1:15 PM

Lunch

1:15 PM - 5:15 PM

SECTION 2

TALENT ACQUISITION AND DEVELOPMENT

Ms. Rebecca Lathrop, CIC, CPIA

Wednesday, June 17, 2020

7:30 AM - 8:00 AM

Join Webinar

8:00 AM - 10:00 AM

SECTION 3

CLIENT RETENTION AND ACQUISITION

Mr. Joseph Karl Sherrill, MBA, CIC, CRM

10:00 AM - 12:00 PM

SECTION 4

TECHNOLOGY UTILIZATION

Mr. Joseph Karl Sherrill, MBA, CIC, CRM

12:00 PM - 1:00 PM

Lunch

1:00 PM - 2:00 PM

TECHNOLOGY UTILIZATION (Continued)

Mr. Joseph Karl Sherrill, MBA, CIC, CRM

2:00 PM - 5:00 PM

SECTION 5

ETHICAL RESPONSIBILITY

Mr. Joseph Karl Sherrill, MBA, CIC, CRM

Licensee instructor-led CIC course to replace traditional classroom due to Covid-19; see DJ with questions

Faculty

Rebecca Lathrop, CIC, CPIA

*Optimum Performance Solutions, LLC, Lake Worth,
FL*

Joseph Karl Sherrill, MBA, CIC, CRM

Marsh & McLennan Agency, High Point, NC

Ed Consultant

Thomas R. Humphreys, CIC, CPCU, CLU, ChFC

Olivet College, Olivet, MI

Program Location

Address & Phone: **KAIA Instructor-led Online Course**
815 Southwest Topeka Blvd
Topeka, KS, WB 66612