



INSURANCE AGENTS & BROKERS

# 2012 Registration Form

THIS FORM MAY BE DUPLICATED.

## REGISTRATION INFORMATION

Program \_\_\_\_\_ Date(s) \_\_\_\_\_ Location (City, State) \_\_\_\_\_

If registering for an On-Demand Program: I understand that I have 30 days to access the course. \_\_\_\_\_ initials

First Name \_\_\_\_\_ M.I. \_\_\_\_\_ Last Name \_\_\_\_\_

Designations Earned \_\_\_\_\_ Nickname \_\_\_\_\_

Agency/Company Name  Agency  Insurance Company  Other

Agency/Company Address\*  Main Office  Branch Office  Home/Other

\*Physical shipping address required for licensing courses.

City \_\_\_\_\_ State \_\_\_\_\_ Zip + Four \_\_\_\_\_

Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Email Address (REQUIRED) \_\_\_\_\_

Birth Date \_\_\_\_\_

Requesting CE credits?  Yes  No State of Licensure \_\_\_\_\_

State License # \_\_\_\_\_ National Producer # \_\_\_\_\_

## METHOD OF PAYMENT

Total Registration Fee \$ \_\_\_\_\_

Indicate registration fee from applicable course description page.

Fee must accompany registration form. All fees include DE, MD & PA CE filing fees.

Check enclosed payable to IA&B.  
Returned checks may be assessed a \$20 fee.

Charge my:  Personal OR  Corporate credit card (complete information below)  
 Visa  MasterCard  American Express

Credit Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Name of Cardholder (PRINT) \_\_\_\_\_

Signature of Cardholder \_\_\_\_\_

Credit cards are processed upon arrival. Receipts mailed upon request.

### IA&B Office Use

Date: \_\_\_\_\_ Amount: \_\_\_\_\_ Check #: \_\_\_\_\_ P or A

Entered: \_\_\_\_\_ Code: \_\_\_\_\_

WEB

## 4 Easy Ways to Register

**Web:** iabgroup.com/education

**Phone:** (800) 998-9644 or (717) 795-9100

**Fax:** (717) 795-8347

**Mail:** 5050 Ritter Road  
Mechanicsburg, PA 17055-4879

Secure for credit card payment.

## Licensing Study Courses & Products ONLY

### P&C and L&H Licensing Study Course

Member \$395\*  Non-Member \$515\*

Date/Location of Course \_\_\_\_\_

### Self-Study Packages

#### Property & Casualty Pennsylvania Package

Member:

- PA Resident \$179.14\* (includes 6% sales tax)
- All other states \$169\*

Non-Member:

- PA Resident \$200.34\* (includes 6% sales tax)
- All Other States \$189\*

#### Maryland and Delaware Packages

Member:

- PA Resident \$179.14\* (includes 6% sales tax)
- All Other States \$169\*

Non-Member:

- PA Resident \$200.34\* (includes 6% sales tax)
- All Other States \$189\*

#### Life & Health

##### Pennsylvania Package

Member:

- PA Resident \$179.14\* (includes 6% sales tax)
- All other states \$169\*

Non-Member:

- PA Resident \$200.34\* (includes 6% sales tax)
- All Other States \$189\*

##### Maryland and Delaware Package

Member:

- PA Resident \$179.14\* (includes 6% sales tax)
- All other states \$169\*

Non-Member:

- PA Resident \$200.34\* (includes 6% sales tax)
- All Other States \$189\*

\* All rates are for Licensing Study Courses & Products ONLY.

Licensing Study Only

**Join IA&B and save!** All employees of IA&B member agencies and company partners save up to 20% on every IA&B education program and have unlimited access to members-only tools and resources and information through a variety of services. For more information on IA&B membership, call **(800) 998-9644** or **(717) 795-9100, option 1.** (Program discount excludes CISR and CIC programs.)

# CE QUICK GUIDE

Course Title	Pennsylvania	Maryland	Delaware
<b>Certified Insurance Counselors (CIC)</b>			
Agency Management	20	17 LH/PC / 3 Eth	21 Gen / 4 Eth
Commercial Casualty	20	20 PC	21 Gen / 4 Eth
Commercial Property	20	20 PC	21 Gen / 4 Eth
Life & Health	18 Gen / 2 LTC	18 PC/LH / 2 LTC	19 Gen / 2 LTC / 3 Eth
Personal Lines	20	20 PC	21 Gen / 4 Eth
James K. Ruble Graduate Seminars	Visit <a href="http://iabgroup.com">iabgroup.com</a> for state CE credit status by program location		
<b>Certified Insurance Service Representatives (CISR)</b>			
Agency Operations	8	7 PC/LH / 1 Eth	7 Gen / 1 Eth
Insuring Commercial Casualty Exposures	8	8 PC	8 Gen
Insuring Commercial Property	8	8 PC	8 Gen
Insuring Personal Auto Exposures	8	8 PC	8 Gen
Insuring Personal Residential Property	8	8 PC	7 Gen / 1 Eth
William T. Hold Seminar – Changing Landscape of Insurance	Submitted for 8	Submitted for 8	Submitted for 8
Dynamics of Service	8	8 PC/LH	6 Gen / 1 Eth
<b>Certified Professional Insurance Agents (CPIA)</b>			
Day 1-Position for Success	7	7	5 Gen / 2 Eth
Day 2-Implement for Success	7	7	5 Gen / 2 Eth
Day 3-Sustain Success	7	7	6 Gen / 2 Eth
<b>Licensing Preparation</b>			
Licensing Study Course (P&C and L&H concentrations)	24 PLE	0	N/A
Licensing Self-Study Packages (P&C concentration only)	24 PLE	0	N/A
<b>Specialty Topics</b>			
Best Practices of E&O Loss Control	6	6 PC	6 Gen
Mistakes That Lead to E&O Claims	6	6 PC	3 Gen / 4 Eth
<b>Online Programs – New Employee Training</b>			
Commercial Lines Basics	12	0	15 Gen
Delivering Quality Service	12	0	15 Gen
New Employee Orientation	12	0	15 Gen
Personal Lines Basics	12	0	15 Gen
<b>On-Demand Training</b>			
Understanding the National Flood Insurance Program	3 Gen/FLD	3 PC/FL	3 Gen/FLD
Ethical Behavior and E&O	3 Gen	3 Eth	3 Eth
Compliance Pitfalls and Ethical Responsibilities ( <i>Maryland specific</i> )	<i>coming soon</i>	<i>coming soon</i>	<i>coming soon</i>

Gen = General Credit, Eth = Ethics, PLE = Pre-Licensing Education, FL=Flood

Credits listed are current as of the printing of this catalog. State insurance departments routinely review and update credit hours.

Visit [iabgroup.com](http://iabgroup.com) for current CE credit status for Pennsylvania, Maryland and Delaware.

## IA&B Program Registration Fees

	Member	Non-Member
Licensing Study Course	\$395	\$515
Licensing Self-Study Packages *See page 10 for pricing.		
New Employee Orientation	\$245	\$285
Delivering Quality Service	\$245	\$285
Personal Lines Coverage Basics	\$265	\$305
Commercial Lines Coverage Basics	\$265	\$305
CPIA Day 1 – Position for Success	\$199	\$239
CPIA Day 2 – Implement for Success	\$199	\$239
CPIA Day 3 – Sustain Success	\$199	\$239
CPIA Seminar Series ( <i>Same attendee for all seminars</i> )	\$580	\$700
Best Practices of E&O Loss Control	\$189	\$229
Mistakes That Lead to E&O	\$189	\$229
On-Demand: Understanding the National Flood Insurance Program	\$75	\$105
On-Demand: Ethical Behavior and E&O	\$75	\$105

Member / Non-member registration fees do not apply for the following programs:

CIC – Agency Management	\$425
CIC – Commercial Casualty	\$425
CIC – Commercial Property	\$425
CIC – Life & Health	\$425
CIC – Personal Lines	\$425
CIC – James K. Ruble Graduate Seminars	\$420
CISR – Agency Operations	\$189
CISR – Insuring Commercial Casualty Exposures	\$189
CISR – Insuring Commercial Property	\$189
CISR – Insuring Personal Auto Exposures	\$189
CISR – Insuring Personal Residential Property	\$189
CISR – Marathon Week ( <i>same attendee for all courses</i> )	\$920
CISR – William T. Hold Seminar – Coordinating Personal and Commercial Insurance	\$189
CISR – Dynamics of Service	\$189