



# PIIAC'S LEARNING TRACKS

## ACCREDITED ADVISER IN INSURANCE (AAI)

### COURSES:

**AAI 301:** BECOMING A SUCCESSFUL INSURANCE AGENT

**AAI 302:** GROWING A BOOK OF BUSINESS

**AAI 303:** UNDERSTANDING COVERAGE SOLUTIONS

**ETHICS 311:** ETHICAL DECISION MAKING IN RISK & INSURANCE

**19 TOTAL CE CREDITS**

### BENEFITS

- Discounts with your PIIAC membership
- MOST courses include CE credit
- All courses count toward a designation and have pathways to other designations, making this a foundation for many different building blocks.
- No annual fees or future exams (unless you continue to additional designations or earn a CPCU designation)
- Only 3 - 6 months to complete

**RETAIL COST: \$1,317**

**PIIAC MEMBER COST: \$1,150**

**SIGN UP NOW**

**contact PIIAC** for more information