

PIIAC has created these training tracks specifically for insurance agents and brokers who have recently brought on a new team member and require assistance in their integration or cross-training, as well as for those looking to advance their insurance careers. Feel free to reach out to us with any inquiries or to begin your new learning track.



# PIIAC'S LEARNING TRACKS

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**contact PIIAC** for more information

-  303-512-0627
-  [info@piiac.com](mailto:info@piiac.com)
-  [www.piiac.com](http://www.piiac.com)



# PIIAC'S LEARNING TRACKS

## NEW PRODUCER TRAINING COMMERCIAL LINES CONCENTRATION

### TRAINING PATHWAY: PROFESSIONAL RISK CONSULTANT (PRC)

#### STEP ONE:

**PRC 110:** INSURANCE FOUNDATIONS FOR AGENTS & BROKERS

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

#### STEP TWO:

**PRC 112:** COMMERCIAL COVERAGE

#### STEP THREE:

**M-AB 121:** CLOSING COMMERCIAL COVERAGE GAPS

**M-AB 124:** MANAGING CLIENTS' CYBER RISK

**M-AB 126:** IDENTIFYING COMMERCIAL CLIENTS' RISKS

### BENEFITS

- Discounts with your PIIAC membership
- ALL 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)

**RETAIL COST: \$1,373**

**PIIAC MEMBER COST: \$950**

**SIGN UP NOW**

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