

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

contact PIIAC for more information

-  303-512-0627
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-  www.piiac.com



PIIAC'S LEARNING TRACKS

NEW PRODUCER TRAINING SALES 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 111: RECOMMENDING COVERAGE SOLUTIONS

STEP THREE:

M-AB 122: HELPING CLIENTS PREPARE FOR THE WORST

M-AB 125: LEADING AND COACHING SKILLS

M-AB 133: EXCELLING AT ACCOUNT MANAGEMENT

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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