



NHAIA

2021

Education Calendar

NHAIA EDUCATION COMMITTEE

Leo Paquin – Interim Chairman of the Board

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Heather Clement, Chairperson

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All classes are held at

*NHAIA Headquarters, **6 Garvins Falls Road**, Concord, NH.*

Classes are taught by Judy Durst, Director of Education, unless otherwise indicated.

A few things to keep in mind....

All in-person classes are available virtually as well.

Lunch is on your own.

Several ways to register:

- Print the universal registration form found on the next page, complete it and either fax or email to Judy Durst at (603) 224-0550 or judy@nhaia.com
- Call our office to register
- Register on-line through our website (www.nhaia.com)

Please dress comfortably and bring a sweater (sometimes the classroom is chilly)

A \$25 fee will be charged for cancellations received prior to the Friday immediately before the class. **NO REFUNDS AFTER THE FRIDAY IMMEDIATELY BEFORE THE WEEK OF THE CLASS – NO EXCEPTIONS.**

We invite all registrants to advise us of any disability and any requests for accommodation to that disability. Your request should be submitted to us at least two weeks prior to the program

Got an idea or topic for a class, don't keep it to yourself. Share it with Judy or with any of the members of our education committee!

Other Education options include Self Study courses; One hour webinars on diverse subjects—live and recorded; On-site classes

New E & O webinars—3 hours each—live and recorded

New full day E & O classes on various topics!!

NEW! COMMERCIAL INSURANCE ADVANCED STUDIES DESIGNATION!

If you have any questions, please contact

Judy Durst, Director of Education

603-224-3965 or judy@nhaia.com

ACSR Program – 2021 Class Listing Revised on 10/8/20				
Classes will be available virtually as well as in person at our headquarters in Concord				
Course Name	Date	Date	Date	Date
ACSR 1 – Homeowners 2011	1/7/21	4/7/21	8/12/21	
ACSR 2 – Personal Automobile	2/4/21	5/20/21	9/1/21	
ACSR 3 – Personal Lines Related Coverages	3/10/21	6/8/21	10/6/21	
ACSR 4 – Errors & Omissions	3/31/21	7/28/21	11/3/21	
ACSR 5 – Professional Development	2/17/21	5/4/21	9/14/21	12/1/21
ACSR 6 – Commercial Property	4/28/21	8/24/21	12/7/21	
ACSR 7 – Commercial General Liability	3/18/21	7/22/21	11/9/21	
ACSR 8 – Commercial Auto and Garage	2/9/21	6/3/21	10/13/21	
ACSR 9 – Commercial Lines Related Coverages	1/13/21	5/11/21	9/8/21	

AAI Program – 2021 Class Listing		
Classes will be available virtually as well as in person at our headquarters in Concord		
Course Name	Date	Date
AAI 81A – Principles of Insurance	4/22/21	10/26/21
AAI 81B – Personal Insurance	5/25/21	11/4/21
AAI 81C – Commercial Property Insurance	6/30/21	12/15/21
AAI 82A – Commercial Liability Insurance	3/4/21	9/2/21
AAI 82B – Other Commercial Insurance	4/27/21	10/14/21
AAI 82C – Specialized Insurance and Bonds	5/6/21	11/18/21
AAI 83A – Principles of Agency Management	1/21/21	8/26/21
AAI 83B – The Insurance Product Environment	2/11/21	9/15/21
AAI 83C – Agency Management Tools & Processes	3/17/21	10/5/21
AAI 87 – Agency Leadership & Strategic Alignment (AAI-M)	6/23/21 & 6/24/21	12/8/21 & 12/9/21

CRIS – Construction Risk Insurance Specialist Program – 2021 Class Listing	
Please note that all 2021 classes will be held at Insurcomm, 290 Heritage Avenue, Portsmouth or virtually. Please register through the MA Agents Association	
Course Name	Date
CRIS Commercial Auto, Surety, CIPs, Misc. Lines	3/16/21
CRIS Commercial Liability Insurance for Contractors	4/8/21
CRIS Contractual Risk Transfer in Construction	5/18/21
CRIS Property Insurance for Contractors	8/18/21
CRIS Workers Compensation for Contractors	9/16/21
CRIS Re-Accreditation – Design Build	10/4/21

For more information, please call Judy Durst @ 603-224-3965 or email her at judy@nhaia.com.
New Hampshire Association of Insurance Agents, 6 Garvins Falls Road, Concord, NH 03301

E & O Classes during 2021 Classes will be available virtually as well as in person at our headquarters in Concord		
Course Name	Duration	Date
E & O Roadmap – Miscellaneous Personal Lines Part 1	3 hours	1/12/21
E & O Roadmap – Commercial Liability (CGL) Coverage Gaps & How to Fill them – Part 1	3 hours	1/20/21
E & O Roadmap – Commercial Liability (BAP, UM, WC) Coverage Gaps & How to Fill them – Part 2	3 hours	2/3/21
E & O Roadmap – Professional & Executive Liability Coverage Gaps – Part 1	3 hours	2/23/21
E & O Roadmap - Miscellaneous Personal Lines Part 2	3 hours	3/2/21
E & O Roadmap – Professional & Executive Liability Coverage – Part 2	3 hours	4/20/21
E & O Roadmap to Policy Analysis – Part 1	3 hours	5/27/21
E & O Roadmap to Policy Analysis – Part 2	3 hours	6/1/21
E & O Roadmap to HO Insurance – Part 1	6 hours	7/29/21
E & O Roadmap to Personal Auto & Umbrella Insurance – Part 1	3 hours	8/17/21
E & O Roadmap to Personal Auto & Umbrella Insurance – Part 2	3 hours	9/21/21
E & O Roadmap – Commercial Property Gaps & How to Fill Them -	6 hours	10/28/21
E & O Roadmap to Cyber & Privacy Insurance – Part 1	3 hours	11/30/21
E & O Roadmap to Cyber & Privacy Insurance – Part 2	3 hours	12/14/21

The above courses qualify for credits on your E & O coverage premium. See Joan Pageau for more details. *Please remember that the ACSR 4 E & O Loss Control class no longer qualifies for this premium credit.*

Super CE Saturday 2021			
1/23/21 (Virtual only)	4/24/21 (Virtual & In-Person)	6/19/21 (Virtual only)	10/31/21 (Virtual & In-Person)

For more information, please call Judy Durst @ 603-224-3965 or email her at judy@nhaia.com.
New Hampshire Association of Insurance Agents, 6 Garvins Falls Road, Concord, NH 03301

P & C Pre-licensing Review Courses During 2021
Classes will be available virtually as well as in person at our headquarters in Concord
Date (Class is a 4-day program plus additional day for review)
January 25, 26, 27 & 28, 2021 – Optional Review day 1/29/21
March 22, 23, 24 & 25, 2021– Optional Review day 3/26/21
June 14, 15, 16, & 17, 2021 – Optional Review day 6/18/21
August 2, 3, 4, & 5, 2021 – Optional Review day 8/6/21
October 18, 19, 20 & 21, 2021 – Optional Review day 10/22/21

Life, Accident, & Health Pre-licensing Review Courses During 2021
Classes will be available virtually as well as in person at our headquarters in Concord
Date (Class is a 3-day program)
April 12, 13 & 14, 2021
August 9, 10, & 11, 2021
November 15, 16 & 17, 2021

Professional Development Days – All Virtual
4/1/2021
4/6/2021
4/15/2021

For more information, please call Judy Durst @ 603-224-3965 or email her at judy@nhaia.com.
New Hampshire Association of Insurance Agents, 6 Garvins Falls Road, Concord, NH 03301

Education Calendar 2021		Updated 10/8/20	
January-21			
1/7/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 1 - Homeowners 2011 7 Prod CE in NH & VT; 6 CE in ME	This full day program will review the basics of the homeowners program including endorsements.	NHAIA or Virtual
1/12/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83	E & O Miscellaneous Personal Lines Part 1 3 Prod CE in NH	This three hour program will review Homeowners policy alternatives, and Business/Professional exposures.	NHAIA or Virtual
1/12/21 1:00 PM - 4:00 PM Member cost: \$58 Non-member cost: \$83	All You Ever Wanted to Know About Condos 3 Prod CE in NH & ME	This class will include the definitions of condo units, what documents you'll be seeing (I will have sAMple for you to review), a separate section on Personal Lines as well as Commercial Lines exposure identification, forms and endorsements and what to look out for, flood issues, a case study, and a review of the E & O exposures presented by Condos!	NHAIA or Virtual
1/13/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 9 - Commercial Lines Related Coverages 7 Prod & MLA CE in NH; 7 CE in VT; 6 CE in ME	This full day course will include a review of Workers Compensation, Business owners, Commercial Crime, Surety Bonds, Marine, and Commercial Umbrella coverages.	NHAIA or Virtual
1/19/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83	Ethics in Action 3 ET Prod & MLA CE in NH; 3 ET CE in ME	This program will review how we use ethical decision making in our everyday dilemmas. ExAMples and case studies will be reviewed.	NHAIA or Virtual
1/19/21 1:00 PM - 4:00 PM Member cost: \$58 Non-Member cost: \$83	FEMA Flood 3 Flood Approved CE for Prod in NH, ME & VT	Three hour class that meets the requirements for newly licensed individuals. It also includes updates in an ever changing and evolving flood insurance program. A good refresher for seasoned professionals.	NHAIA or Virtual
1/20/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83	E & O CGL Coverage Gaps 3 Prod CE approved in NH & ME	This course is designed to help insurance producers recognize & help correct the gaps that can occur in General Liability. It also includes information on an insurance professional's legal duties. This three hour class is jAM packed with information you can use on a daily basis.	NHAIA or Virtual

<p>1/20/21 1:00 PM - 4:00 PM Member Cost: \$75 Non-Member Cost: \$125</p>	<p>EPLI / Professional Liability / D & O 3 Prod CE in NH</p>	<p>An indepth review of EPLI, Professional Liability and Directors & Officers coverages including who needs to purchase them and how are they underwritten.</p>	<p>NHAIA or Virtual</p>
<p>1/21/21 9:00 AM - 4:00 PM Member Cost: \$243 Non-member Cost: \$333</p>	<p>AAI 83 A - Principles of Agency Management 8 Prod CE in NH, VT & ME</p>	<p>Review of agency formation/environment, organizational management, agency sales management & personal production plans</p>	<p>NHAIA or Virtual</p>
<p>1/23/21 9:00 AM- 4:00 PM Member cost: \$308 (before 1/5) Member cost: \$333 (after 1/5) Non-member cost: \$433</p>	<p>Super CE Saturday + 24 CE credits in NH only</p>	<p>Unique opportunity for NH licensed individuals only to obtain 24 hours of CE in one day. Approved for Producers & Multi-Line Adjusters</p>	<p>Virtual Only</p>
<p>1/25 through 1/29/21 9:00 AM - 4:00 PM Daily Member Cost: \$265 (before 1/5) Member Cost: \$290 (after 1/5) Non-member Cost: \$415</p>	<p>P & C Pre-licensing Review Class plus Optional Extra Day for Review NO CE for this class</p>	<p>4-day class to prepare for the P&C Licensing ExAM. Each day begins at 9AM and ends at 4PM. Materials will be sent to you when you register. It is recommended that you read the book prior to the start of the class. NEW THIS YEAR: Optional Review session on Friday!</p>	<p>NHAIA or Virtual</p>

February-21			
2/3/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83	E & O Commercial Auto, WC & Umbrella Coverage Gaps & How to Fill Them 3 Prod CE in NH& ME	This course is designed to help insurance producers recognize & help correct the gaps that can occur in Commercial Auto, Workers Compensation and Commercial Umbrella coverages. It also includes information on an insurance professional's legal duties. This three hour class is jAM packed with information you can use on a daily basis.	NHAIA or Virtual
2/3/21 1:00 PM - 4:00 PM Member cost: \$58 Non-member cost: \$83	Personal & Commercial Dirty Dozen 3 CE for Prod in NH & ME	This three hour course will review 12 different topics that are important to personal and commercial line accounts. Sort of like a beat the clock for insurance.	NHAIA or Virtual
2/4/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 2 - Personal Auto 7 Prod CE in NH; 6 in ME & VT	ACSR #2 provides a thorough analysis of the Personal Automobile Policy and many important endorsements. Practical personal lines account handling is emphasized throughout the course, as students learn to design coverages to meet the unique needs of each customer. This course is designed for CSR's and other agency personnel involved in the personal lines sales and service process who require comprehensive training or review of the Personal Automobile Policy.	NHAIA or Virtual
2/9/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 8 - Commercial Auto & Garage 7 Prod CE in NH & VT; 6 Prod CE in ME; 7 MLA CE in NH	This full day course is designed to introduce the student to the most commonly used auto coverage forms as well as endorsements available to modify coverage.	NHAIA or Virtual
2/11/21 9:00 AM - 4:00 PM Member cost: \$243 Non-member cost: \$333	AAI 83 B - The Insurance Production Environment 8 Prod CE in NH, VT & ME	This full day program will include a review of producer-insurer relationships, agency image, agency growth/customer communications as well as market segmentation/target marketing.	NHAIA or Virtual
2/17/21 9:00 AM - 4:00 PM Member cost: \$177 Non-Member cost: \$232	ACSR 5 - Professional Development 7 Prod CE in NH & VT; 6 Prod CE in ME	This full day program will review customer service and its impact, professional image and office image, professional communication as well as account management and company relations	NHAIA or Virtual

<p>2/23/21 9:00 AM - Noon Member Cost: \$58 Non-Member Cost: \$83</p>	<p>E & O Professional Liability Coverage Gaps & How to Fill Them - Part 1 3 Prod CE in NH</p>	<p>This E & O course will review the E & O implications from Professional & Executive Liability Exposures & Coverage Triggers; common features of Professional & Executive Liability Policy Forms; and avoiding Professional Liability Errors and Omissions.</p>	<p>NHAIA or Virtual</p>
<p>2/23/21 1:00 PM - 4:00 PM Member cost: \$58 Non-member cost: \$83</p>	<p>Ethics 3 ET Prod & MLA CE in NH; 3 ET Prod CE in ME & VT</p>	<p>This three hour class will provide the student with the basics of Ethics. The topics discussed will include ethics and the insurance industry, ethics and the law, the Unfair Trade Practices Act, ethics and the insurance producer as well as ethics and the insurance company. The final portion of the class will include a “check-up” of our own ethical conduct.</p>	<p>NHAIA or Virtual</p>

March-21			
3/2/21 9:00 AM - Noon Member cost: \$58 Non-Member cost: \$83	E & O Miscellaneous Personal Lines Part 2 3 Prod CE in NH	This three hour program will recap Part 1 (HO) and review Miscellaneous auto exposures and Watercraft & Aircrafts exposures.	NHAIA or Virtual
3/2/21 1:00 PM - 4:00 PM Member cost: \$58 Non-Member cost: \$83	Personal Auto Insurance Issues 3 Prod CE in NH & ME	This three hour class will combine the topics of car rental; parties; cars & liquor; cars & kids – divorce, at college, own policy; and ride sharing.	
3/4/21 9:00 AM - 4:00 PM Member cost: \$243 Non-member cost: \$333	AAI 82 A - Commercial Liability Insurance 8 Prod CE in NH, ME & VT	This course provides an in-depth review of the CGL form and endorsements as well as Commercial Auto forms such as the Business Auto form, the Auto Dealers form and the Motor Carrier form.	NHAIA or Virtual
3/10/21 9:00 AM - 4:00 PM Member Cost: \$177 Non-Member Cost: \$232	ACSR 3 - Personal Lines Related Coverages 7 Prod CE in NH; 6 CE in ME & VT	A review of personal lines coverages other than HO and PAP such as Dwelling policies, Mobilehomes, Inland Marine, Boats, Flood, FAIR Plans and Umbrellas.	NHAIA or Virtual
3/16/21 9:00 AM - 4:00 PM Register with MA Agents Association - www.massagent.com	CRIS #1 - Commercial Auto, Surety, CIPS & Misc Lines 7 Prod & MLA CE in NH	This course reviews the various types of insurance often needed by contractors that are not covered in the other core courses. This includes auto liability and physical dAMage, professional liability, pollution liability, employment practices liability, and directors and officers liability insurance. It also provides a basic review of claims-made and occurrence coverage triggers, wrap-up or controlled insurance programs (CIPs), and surety bonds.	NHAIA
3/17/21 9:00 AM - 4:00 PM Member cost: \$243 Non-member cost: \$333	AAI 83 C - Agency Management Tools and Processes 6 Prod CE in NH, ME & VT	This full day class will review agency information technology; management of customer services; financial management; and legal and ethical responsibilities	NHAIA or Virtual
3/18/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 7 - Commercial General Liability Coverage 7 Prod CE in NH & VT; 6 Prod CE in ME	Review of the CGL coverage form and endorsements.	NHAIA or Virtual

<p>3/22/21 through 3/26/21 9:00 AM - 4:00 PM Daily Member Cost: \$265 (before 3/5) Member Cost: \$290 (after 3/5) Non-member Cost: \$415</p>	<p>P & C Pre-licensing Review Class plus Optional Extra Day for Review NO CE for this class</p>	<p>4-day class to prepare for the P&C Licensing ExAM. Each day begins at 9AM and ends at 4PM. Materials will be sent to you when you register. It is recommended that you read the book prior to the start of the class. NEW THIS YEAR: Optional Review session on Friday!</p>	<p>NHAIA or Virtual</p>
<p>3/30/21 9:00 AM - Noon Member Cost: \$58 Non-Member Cost: \$83</p>	<p>Ethics - Honesty & Integrity 3 ET Prod CE in NH, VT & ME</p>	<p>This three hour Ethics approved program will review what ethics is and how it applies to the insurance industry as a whole. We will also look at honesty versus dishonesty including exAMples of some gray areas. The course will also include a review of the unfair trade practice laws in the states of NH, ME & VT. Finally, we will look at integrity. How important is it to your success and how a code of ethics can help.</p>	<p>NHAIA or Virtual</p>
<p>3/30/21 1:00 PM - 4:00 PM Member Cost: \$58 Non-Member Cost: \$83</p>	<p>FEMA Flood 3 Flood Approved CE for Prod in NH, ME & VT</p>	<p>Three hour class that meets the requirements for newly licensed individuals. It also includes updates in an ever changing and evolving flood insurance program. A good refresher for seasoned professionals.</p>	<p>NHAIA or Virtual</p>
<p>3/31/21 9:00 AM - 4:00 PM Member Cost: \$177 Non-Member Cost: \$232</p>	<p>ACSR 4 - E & O Loss Control 7 Prod CE in NH & VT; 6 Prod CE in ME</p>	<p>One of the two core classes to attain your ACSR designation. Review of Agents Errors & Omissions exposure.</p>	<p>NHAIA or Virtual</p>

April-21			
4/1/2021 9:00 AM - 4:00 PM Member cost: \$40 Non-member cost: \$40	Professional Development Day - Virtual		Virtual Only
4/6/2021 9:00 AM - 4:00 PM Member cost: \$40 Non-member cost: \$40	Professional Development Day - Virtual		Virtual Only
4/7/2021 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 1 - Homeowners 2011 7 Prod CE in NH & VT; 6 CE in ME	This full day program will review the basics of the homeowners program including endorsements.	NHAIA or Virtual
4/8/2021 9:00 AM - 4:00 PM Register with MA Agents Association - www.massagent.com	CRIS # 2- General Liability for Contractors 7 Prod & MLA CE in NH	This course provides a general overview of standard commercial general liability insurance and umbrella liability insurance, with specific attention to provisions that most affect coverage or create problems for some or all contractors. It covers elements required to trigger coverage, application of standard policy exclusions, and various standard endorsements, all within a construction context. Suggestions for modifying coverage to address potential coverage gaps and other problematic provisions are provided where appropriate.	NHAIA or Virtual
4/12/21 9:00 AM - 4:00 PM through 4/14/21 9:00 AM - 4:00 PM Member cost: \$290 Non-member cost: \$415	Life, Accident & Health Pre-Licensing Review NO CE for this class	This three day program will prepare the students to take the Life, Accident & Health Producer license exam for New Hampshire. Three consecutive Fridays.	NHAIA or Virtual
4/15/2021 9:00 AM - 4:00 PM Member cost: \$40 Non-member cost: \$40	Professional Development Day - Virtual		Virtual Only
4/20/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83	E & O Professional Liability Coverage Gaps & How to Fill Them - Part 2 3 Prod CE in NH	This E & O course will review Part 1 as well as avoiding E & O from Professional Liability coverage, Directors & Officers coverage and other Executive liability or Crime Insurance.	NHAIA or Virtual

4/20/21 1:00 PM - 4:00 PM Member cost: \$58 Non-member cost: \$83	Business Auto Policy Exclusions and Endorsements 3 Prod CE in NH	A review of all of the business auto coverage form exclusions in detail including endorsements that are available to provide coverage. We will also review the many endorsements that can be added to the form.	NHAIA or Virtual
4/22/21 9:00 AM - 4:00 PM Member Cost: \$243 Non-member Cost: \$333	AAI 81 A - Principles of Insurance 6 Prod CE in NH, ME & VT; 6 MLA CE in NH	Includes the basic principles on which the insurance business & our legal systems are based as well as discussions of risk management and account Development.	NHAIA or Virtual
4/24/21 9:00 AM - 4:00 PM Member cost: \$308 (before 4/2) Member cost: \$333 (after 4/2) Non-member cost: \$433	Super CE Saturday + 24 CE credits in NH only	Unique opportunity for NH licensed individuals only to obtain 24 hours of CE in one day. Approved for Producers & Multi-Line Adjusters	NHAIA or Virtual
4/27/21 9:00 AM - 4:00 PM Member cost: \$243 Non-member cost: \$333	AAI 82 B - Other Commercial Insurance 8 Prod CE in NH, ME & VT	This full day course provides a review of Commercial Crime Insurance, BusinessOwners Insurance, Other Commercial Coverages and Workers Compensation and Employers Liability Insurance.	NHAIA or Virtual
4/28/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 6 - Commercial Property Coverage 7 Prod CE in NH & VT; 6 Prod CE in ME	This full day course will review the commercial property coverage forms including business income with extra expense and various endorsements.	NHAIA or Virtual

May-21			
5/4/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 5 - Professional Development 7 Prod CE in NH & VT; 6 Prod CE in ME	This full day program will review customer service and its impact, professional image and office image, professional communication as well as account management and company relations	NHAIA or Virtual
5/6/21 9:00 AM - 4:00 PM Member cost: \$243 Non-member cost: \$333	AAI 82 C - Specialized Insurance and Bonds 8 Prod CE in NH, VT & ME	Review of Specialty insurance such as Difference in Conditions, Output policies, HPRs, Aviation, Cyber & Terrorism; Commercial Excess & Umbrella Liability insurance; Surety bonds	NHAIA or Virtual
5/11/21 9:00 AM - 4:00 PM Member cost: \$177 Non-Member cost: \$232	ACSR 9 - Commercial Lines Related Coverages 7 Prod & MLA CE in NH; 7 CE in VT; 6 CE in ME	This full day course will include a review of Workers Compensation, Business owners, Commercial Crime, Surety Bonds, Marine, and Commercial Umbrella coverages.	NHAIA or Virtual
5/13/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83	Ethics vs Morals - What is the Difference? 3 Prod Ethics CE in NH	This three hour ethics course was one of the topics developed for our Professional Development Days in May of 2016. It includes a discussion about whether a decision you may need to make is an ethical or a moral dilemma. Tools to help make that distinction will be included.	NHAIA or Virtual
5/13/21 1:00 PM - 4:00 PM Member cost: \$75 Non-member cost: \$125	Risk Management 3 Prod CE in NH	This three hour course will take you through the steps in the risk management process and how you can use these tools to help create a risk management program for your insured.	NHAIA or Virtual
5/18/21 9:00 AM - 4:00 PM Register with MA Agents Association - www.massagent.com	CRIS 3 - Contractual Risk Transfer in Construction 7 Prod & Multi-Line Adj CE in NH	This course reviews the ways in which risk is allocated in construction contracts. In addition to a technical review of the types of techniques available, this course exAMines strategies for maximizing the effectiveness of risk transfers in construction contracts. Topics include indemnification provisions, waivers of subrogation, and limitations of liability, insurance requirements, and some of the key areas of risk allocation in standard construction contracts. Tips for writing and negotiating fair and effective insurance requirements are provided where appropriate, as well as for verifying compliance with these requirements.	NHAIA or Virtual

<p>5/20/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232</p>	<p>ACSR 2 - Personal Auto 7 Prod CE in NH; 6 in ME & VT</p>	<p>ACSR #2 provides a thorough analysis of the Personal Automobile Policy and many important endorsements. Practical personal lines account handling is emphasized throughout the course, as students learn to design coverages to meet the unique needs of each customer. This course is designed for CSR's and other agency personnel involved in the personal lines sales and service process who require comprehensive training or review of the Personal Automobile Policy.</p>	<p>NHAIA or Virtual</p>
<p>5/25/21 9:00 AM - 4:00 PM Member cost: \$243 Non-member cost: \$333</p>	<p>AAI 81 B - Personal Lines 7 Prod & MLA CE in NH; 6 Prod CE in ME & VT</p>	<p>This full day course provides a review of the Homeowners and Personal Auto policies as well as other personal lines and personal financial planning.</p>	<p>NHAIA or Virtual</p>
<p>5/27/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83</p>	<p>E & O Policy Analysis Part 1 3 Prod CE in NH</p>	<p>This is the first of a two part program on how to analyze an insurance policy. It includes contract basics & legal terminology; unique characteristics of insurance contracts; standard versus non-standard policies; policy format; package policies; policy provisions such as who is an insured, the insuring agreement, exclusions & limitations and definitions.</p>	<p>NHAIA or Virtual</p>
<p>5/27/21 1:00 PM - 4:00 PM Member cost: \$75 Non-member cost: \$125</p>	<p>Bonds 3 Prod CE in NH</p>	<p>An advanced review of what bonds are and what they do. We will do an indepth review of the different types of bonds. We will also exAMine bond underwriting and what types of information are important to the underwriter.</p>	<p>NHAIA or Virtual</p>

June-21			
6/1/21 9:00 AM - Noon Member cost: \$58 Non-member cost: \$83	E & O Policy Analysis Part 2 3 Prod CE in NH	This is the second of a two part program on how to analyze an insurance policy. It begins with a review of Part 1. It continues with a review of policy conditions and endorsements; importance of punctuation; valuation; insurance to value; nAMed insured provisions; and coordinating an insurance program.	NHAIA or Virtual
6/1/21 1:00 PM - 4:00 PM Member cost: \$58 Non-Member cost: \$83	Hot Potatoes in Personal Lines 3 Prod CE in NH	This three-hour program will review various "hot potatoes" found in personal lines accounts. We'll begin by discussing homeowners concerns such as insurance to value, determining coverage A on an HO-6 policy, renting out your home and more. We'll then look at personal auto concerns such as car sharing, rental cars, kids cars & divorce, to nAMe a few. We'll also spend some time on boats, inland marine, flood and personal umbrella concerns. You won't want to miss it!	NHAIA or Virtual
6/3/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 8 - Commercial Auto & Garage 7 Prod CE in NH & VT; 6 Prod CE in ME; 7 MLA CE in NH	This full day course is designed to introduce the student to the most commonly used auto coverage forms as well as endorsements available to modify coverage.	NHAIA or Virtual
6/8/21 9:00 AM - 4:00 PM Member cost: \$177 Non-member cost: \$232	ACSR 3 - Personal Lines Related Coverages 7 Prod CE in NH; 6 CE in ME & VT	A review of personal lines coverages other than HO and PAP such as Dwelling policies, Mobilehomes, Inland Marine, Boats, Flood, FAIR Plans and Umbrellas.	Virtual
6/14/21 9:00 AM - 4:00 PM through 6/18/21 9:00 AM - 4:00 PM Member cost: \$265 (before 5/28) Member cost: \$290 (after 5/28) Non-member cost: \$415	P & C Pre-licensing Review Class plus Optional Extra Day for Review NO CE for this class	4-day class to prepare for the P&C Licensing ExAM. Each day begins at 9AM and ends at 4PM. Materials will be sent to you when you register. It is recommended that you read the book prior to the start of the class. NEW THIS YEAR: Optional Review session on Friday!	NHAIA or Virtual

<p>6/19/21 9:00 AM - 4:00 PM Member cost: \$308 (before 5/28) Member cost: \$333 (after 5/28) Non-member cost: \$433</p>	<p>Super CE Saturday + 24 CE credits in NH only</p>	<p>Unique opportunity for NH licensed individuals only to obtain 24hours of CE in one day. Approved for Producers & Multi-Line Adjusters</p>	<p>Virtual Only</p>
<p>6/23/21 9:00 AM - 4:00 PM AND 6/24/21 9:00 AM - 4:00 PM Member cost: \$212 Non-member cost: \$312</p>	<p>AAI 87 - Agency Leadership & Strategic Alignment (AAI-M) 12 Prod CE in NH, VT & ME</p>	<p>Two 1-day classes to prepare the student for the AAI-M (Management) exAM to compliment the AAI designation. Second day of class includes the exAM at the end of the day.</p>	<p>Virtual</p>
<p>6/29/21 9:00 AM - Noon Member cost: \$75 Non-member cost: \$125</p>	<p>Advanced NH Laws & CIAS Introduction 3 ET Prod CE in NH & ME</p>	<p>Detailed review of specific NH insurance laws as well as an introduction to the CIAS designation program</p>	<p>NHAIA</p>
<p>6/29/21 1:00 PM - 4:00 PM Member cost: \$58 Non-Member cost: \$83</p>	<p>FEMA Flood 3 Flood Approved CE for Prod in NH, ME & VT</p>	<p>Three hour class that meets the requirements for newly licensed individuals. It also includes updates in an ever changing and evolving flood insurance program. A good refresher for seasoned professionals.</p>	<p>NHAIA</p>
<p>6/30/21 9:00 AM - 4:00 PM Member cost: \$243 Non-member cost: \$333</p>	<p>AAI 81 C - Commercial Property Insurance 6 CE for Prod in NH, ME & VT; 6 MLA in NH</p>	<p>This full day program will include a review of the commercial property, business income and extra expense and commercial inland marine forms and exposures.</p>	<p>NHAIA or Virtual</p>



NHAIA

New Hampshire Association of Insurance Agents

STUDENT INFORMATION

Name: _____ NPN #: _____
Agency/Company: _____
Address: _____
Street Address (No PO Boxes) City ST Zip Code
Work Phone: _____ Fax: _____ Email: _____

COURSE INFORMATION

Course Name: _____ Class Fee: _____
Course Date : _____ CE credits wanted? Yes No
Course Name: _____ Class Fee: _____
Course Date : _____ CE credits wanted? Yes No
Course Name: _____ Class Fee: _____
Course Date : _____ CE credits wanted? Yes No

Total Amount Due: _____

Send Book Now? Yes ___ No ___

PAYMENT METHOD

Check Enclosed: ___ Bill Agency (NHAIA members only): ___
Credit Cards Accepted: VISA ___ MasterCard ___ Discover ___
Credit Card Number: [] [] [] []

Card Expiration Date: _____ V Code (security code): _____
(Found on the back of your credit card - last 3 digits on the signature line.)

Name of Cardholder: _____ Billing Zip Code: _____
Signature: _____

Please Return Registration To: New Hampshire Association of Insurance Agents
6 Garvins Falls Road, Concord, NH 03301

Questions?: 603-224-3965 Fax: 603-224-0550 www.NHAIA.com judy@nhaia.com

Cancellation Policy:

Cancellation fee of \$25 per day will be assessed for all cancellations. No Refunds after the Friday immediately before the class.