

PROFESSIONAL INSURANCE AGENTS ASSOCIATION OF VA & DC

8751 PARK CENTRAL DRIVE, SUITE 140
RICHMOND, VIRGINIA 23227



PUBLICATION ORDER FORM

AVAILABLE PUBLICATIONS	PRICE	QTY	TOTAL
1. Agency Disaster Planning	\$55.00	_____	_____
2. CSR Profile: An In-Depth Look at Customer Service Professionals (with CD)	\$55.00	_____	_____
3. Decoding Executive Liability Insurance	\$45.00	_____	_____
4. Dynamics of Selling Audio Series (CD's)	\$79.00	_____	_____
5. Dynamics of Selling: The Diagnostic Appointment (DVD)	\$89.00	_____	_____
6. Growth & Performance Standards (GPS) (with CD)	\$75.00	_____	_____
7. The Insurance Essentials Handbook: Personal Lines, Commercial Property and Casualty (not available in Delaware, Maryland and Pennsylvania)	\$55.00	_____	_____
8. Life & Benefits Essentials	\$55.00	_____	_____
9. Managing Human Resources in an Insurance Agency (with CD)	\$149.00	_____	_____
10. Maximizing Agency Value II: A Guide for Buying, Selling and Perpetuating Insurance Agencies	\$57.00	_____	_____
11. Producer Profile (with CD)	\$75.00	_____	_____
12. Risk Management Essentials	\$55.00	_____	_____
13. Street Smart Selling	\$45.00	_____	_____
14. The Paperless Agency	\$45.00	_____	_____
15. Zoom In On Sales	\$45.00	_____	_____

PIA of VA & DC Developed Publications:

17. Agency Procedures & Personnel Policy Manual (exempt from shipping charges)	\$20.00	_____	_____
18. Disaster Planning Manual (exempt from shipping charges)	\$25.00	_____	_____

Subtotal: _____

Name: _____

Agency/Company: _____

Address: _____

City/State/Zip: _____

Phone: _____ E-mail: _____

Check Enclosed Invoice Me **Credit Card: VISA MC AMEX

Credit Card Number: _____ Exp. Date: _____

Name of Cardholder: _____

Cardholder Billing Address: _____

\$ Amt of Purchase	Shipping Charge
Up to \$60	\$5.00
\$61 - \$120	\$7.50
\$121 - \$200	\$10.00
\$201 - \$260	\$12.50
\$261 - \$350	\$15.00
\$351 and up	5% of total purchase

Orders may be faxed to (804) 266-1075 or mailed to the address at the top of the page.
 Questions? Please call us at (804) 264-2582.
 VA sales tax and shipping charges (if applicable) will be added to your invoice or credit card. (See table to your left).
 **Credit card orders will be charged an additional convenience fee of \$3.00 each
Make checks payable to: PIA of VA & DC