

The Society of Certified Insurance Counselors

Insurance Company Operations

Glen Allen, VA, WB • April 28-29, 2021

Wednesday, April 28, 2021

7:45 AM - 8:00 AM

8:00 AM - 10:15 AM

SECTION 1

Join Webinar

EXECUTIVE STRATEGIES

Mr. John Neal, MBA

10:15 AM - 12:15 PM

SECTION 2

ACTUARIAL PRACTICES & ACCOUNTING

Mr. John Neal, MBA

12:15 PM - 1:15 PM

Lunch

1:15 PM - 5:15 PM

SECTION 3

UNDERWRITING

Mr. John Neal, MBA

5:15 PM - 5:30 PM

Exam Briefing

Thursday, April 29, 2021

7:45 AM - 8:00 AM

Join Webinar

8:00 AM - 10:00 AM

SECTION 4

AGENCY/POLICYHOLDER SERVICES

Mrs. April Nicole Sherrill Wyatt, CIC

10:00 AM - 12:00 PM

SECTION 5

PRODUCT DEVELOPMENT

Mrs. April Nicole Sherrill Wyatt, CIC

12:00 PM - 1:00 PM

Lunch

1:00 PM - 5:00 PM

SECTION 6

CLAIMS

Mrs. April Nicole Sherrill Wyatt, CIC

This class changed to instructor-led online.

Faculty

John Neal, MBA
Pittsburgh, PA

April Nicole Sherrill Wyatt, CIC
Penn National Insurance, Greensboro, NC

Ed Consultant

John H. Earl Jr., Ph.D., CIC, CLU, ChFC, CFP, CFA,
ARM
University of Richmond, Richmond, VA

Program Location

Address & Phone: **PIA VA Instructor-led Online Course**
1059 Technology Park Drive
Glen Allen, VA, WB 23059