

The Society of Certified Insurance Counselors

Agency Management

July 16-17, 2024 • PIA of Nebraska/Iowa Webinar Event

Tuesday, July 16, 2024

7:45 AM – 8:00 AM

8:00 AM – 12:15 PM

12:15 PM – 1:15 PM

1:15 PM – 5:15 PM

5:15 PM – 5:30 PM

Section 1

Section 2

Join Webinar

Strategic Planning

Bobby Shomo

Lunch

Agency Talent Management

Bobby Shomo

Exam Briefing

Wednesday, July 17, 2024

7:45 AM – 8:00 AM

8:00 AM – 10:00 AM

10:00 AM – 12:00 PM

12:00 PM – 1:00 PM

1:00 PM – 2:00 PM

2:00 PM – 5:00 PM

Section 3

Section 4

Section 5

Join Webinar

Managing Agency Client Retention and Acquisition

Becky Lathrop

Managing Agency Technology Utilization

Becky Lathrop

Lunch

Managing Agency Technology Utilization (continued)

Becky Lathrop

Ethical Responsibility

Becky Lathrop

Faculty

Robert Shomo, MBA, CIC

Rebecca Lathrop, CIC, CPIA

Educational Consultant

TBD