



## Agency Management

### PIA Nebraska Iowa Webinar Event

Nebraska/Iowa (PIA) Webinar Event, WB

Jul 22-Jul 23 CT | Webinar

Topics	Date	Time	Speaker
Join Webinar	Jul 22, 2026	07:45 AM-08:00 AM	
Strategic Planning	Jul 22, 2026	08:00 AM-12:15 PM	Robert Shomo MBA, CIC Shomo-Madsen Insurance, Marshalltown, IA
Lunch - on your own	Jul 22, 2026	12:15 PM-01:15 PM	
Talent Acquisition and Development	Jul 22, 2026	01:15 PM-05:15 PM	Robert Shomo MBA, CIC Shomo-Madsen Insurance, Marshalltown, IA
Exam Briefing	Jul 22, 2026	05:15 PM-05:30 PM	
Join Webinar	Jul 23, 2026	07:45 AM-08:00 AM	
Client Retention and Acquisition	Jul 23, 2026	08:00 AM-10:00 AM	Brian Bartosh CIC Top O' Michigan Insurance Solutions, Alpena, MI

Topics	Date	Time	Speaker
Technology Utilization	Jul 23, 2026	10:00 AM-12:00 PM	Brian Bartosh CIC Top O' Michigan Insurance Solutions, Alpena, MI
Lunch - on your own	Jul 23, 2026	12:00 PM-01:00 PM	
Technology Utilization (Continued)	Jul 23, 2026	01:00 PM-02:00 PM	Brian Bartosh CIC Top O' Michigan Insurance Solutions, Alpena, MI
Ethical Responsibility	Jul 23, 2026	02:00 PM-05:00 PM	Brian Bartosh CIC Top O' Michigan Insurance Solutions, Alpena, MI

## **Educational Consultant:**

Jerry Kennedy, CIC

Kennedy Training and Consulting, Electric City, WA

Online Exam Window:

**July 27 - July 30, 2026**

All final exams require you to have a proctor, a disinterested third-party, to monitor your exam through its entirety. More testing information and instructions can be found at [www.riskeducation.org/proctor-monitor-rules](https://www.riskeducation.org/proctor-monitor-rules) (<https://www.riskeducation.org/proctor-monitor-rules/>).

# ***What Time Does This Start For Me?***

**Pacific**

**Mountain**

**Central**

**Eastern**

5:45 AM

6:45 AM

7:45 AM

8:45 AM