

# Education Programs at the Annual State Meeting

**PLEASE NOTE:** Classes will be held on **Friday October 15, 2010** and are free of charge for registered conference attendees. *Registrations for the courses will be accepted up to the day of the classes however, preregistration is encouraged.*

## How to Turn Your Technical Knowledge Into \$\$\$\$

Mary LaPorte

3 hrs CE #51815

This workshop is designed to provide participants with an overview of the 3-part *Insurance Success Seminars* curriculum which leads to the coveted Certified Professional Insurance Agent (CPIA) designation. The session, while providing a “taste of CPIA”, provides valuable tips on consumer expectations, account development and retention, and interpersonal communication skills in an interactive and fun atmosphere. Agency sales managers, account managers, producers, internal support staff and company marketing personnel all benefit greatly from this program. (CPIA, the no test designation)

## Current Legislative Issues

Rich Fasi

2 hrs CE #pending

The insurance industry is affected by issues that are ‘hot topics’ in the legislative arena. This program is designed to help attendees understand the issues in current legislation and how the various reform issues will affect the insurance industry.

## Transformations magic...A vision for the future

Marilyn R. Beverley

1 hr

Transformation magic is about...Birthing the potential and possibilities that exist for your organization, not to fade into history but to explode with life today into the future of tomorrow! You can turn obstacles into opportunities for the future of your organizations.

## NAIW Conflict resolution

Barbara Norris

2 hrs

Conflict resolution training will teach participants to recognize the causes of interpersonal conflict. Become aware of emotional triggers to prevent explosive situations. Learn new strategies of conflict management that will improve communication performance, and ultimately increase the success of business initiatives. Participants will receive communication tools to use for maintaining effective relationships.

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## Registration Form

**Location**  
**Great Wolf Lodge**  
**3575 N US Highway 31 S**  
**Traverse City, MI 49684**

Phone **231.941.3600**



Class - Course Descriptions on reverse side	Time*	Choice
How to Turn Your Technical Knowledge into \$\$\$\$ Mary LaPorte <b>3 hrs CE #51815</b>	Noon – 3 pm	
Current Legislative Issues Rich Fasi <b>2 hrs CE #pending</b>	3pm – 5 pm	
NAIW Conflict Resolution Barbara Norris 2 hrs	1pm – 3pm	
Transformation Magic – A Vision For the Future Marilyn R. Beverley 1 hr	3pm – 4 pm	

*\*Breaks will be given during and between classes.*

### **Registration Form - Please duplicate as needed**

<b>System ID</b>	<b>Organization</b>
<b>Name</b>	<b>Preferred Name</b>
<b>Mailing address</b>	<b>City/St./Zip</b>
<b>Day Phone</b>	<b>Evening Phone</b>
<b>Email</b>	MI Council conference attendee <input type="checkbox"/>
	* I would like information about joining NAIW <input type="checkbox"/>

*Please indicate your class choice above*

**NO CHARGE for MI Council Annual State Meeting attendees**

**Cost for those not registered for MI Council Annual State Meeting is \$10 per course hour**  
**Example, Current Legislative Issues - \$20; Transformation Magic \$10**

**All Others - Mail checks payable to: GKAIW Convention Fund**  
**Please send registration form to: Janet K Holstine, 10466 Tomkinson Dr., Scotts, MI 49088-8765**  
**Please direct questions to [JKHolstine@insuranceeducators.net](mailto:JKHolstine@insuranceeducators.net)**