

Premier Producer Development Program - Commercial Insurance Basics

Location: Philadelphia, PA

Dates: August 14 - 18, 2017

Program Location:
436 Walnut Street
Fifth Floor
Philadelphia, PA 19106

Program Manager:
Doris Hoopes
201 323 3512

	Monday	Tuesday	Wednesday	Thursday	Friday
	August 14	August 15	August 16	August 17	August 18
		8:00 - 11:30 Commercial Property Continued	8:00 - 10:00 Crime	8:00 - 10:00 Business Auto/Garage Continued	8:00 - 9:00 Risk Management 9:00 - 9:30 Final Exam 9:30 -10:00 Awards - Intro to Week 2
		11:30 - 12:00 Business Income	10:00 - 12:00 CGL	10:00 - 12:00 Workers Compensation	
		Lunch 12:00 - 12:30	Lunch 12:00 - 1:00	Lunch 12:00 - 1:00	
1:00 - 1:30 Introduction	12:30 - 3:00 Business Income Continued	1:00 - 2:30 CGL Continued	1:00 - 2:00 Workers Compensation Continued		
1:30 - 5:00 Commercial Property		2:30 - 3:00 BOP	2:00 - 4:00 Umbrella		
	3:00- 5:00 Inland Marine	3:00 - 5:00 Business Auto/Garage	4:00 - 5:00 Cases & Coverages		

Premier Producer Development Program - Commercial Products and Sales

Location: Philadelphia, PA

Dates: August 21 - 24, 2017

	Monday	Tuesday	Wednesday	Thursday
	August 21	August 22	August 23	August 24
Program Location: 436 Walnut Street Fifth Floor Philadelphia, PA 19106		8:30 - 9:20 Environmental <i>Taylor Denier</i> 9:30 - 9:55 Small Commercial Overview <i>Mary Corcoran-Pody</i> 10:05 - 10:30 Forefront <i>Michelle Bockin</i> 10:40 - 11:15 Group Personal Excess <i>Chris Turso</i> 11:25 - 12:00 Multi-National <i>Tom Caputo</i>	8:30 - 12:00 Sales Training <i>Jeff Jenkins</i>	8:30 - 11:00 Sales Training <i>Jeff Jenkins</i> 11:00 - 11:30 Introduction to Phase III <i>Doris Hoopes</i>
Program Manager: Doris Hoopes 201 323 3512		Lunch 12:00 - 12:45	Lunch 12:00 - 12:45	
	1:00 - 1:30 Chubb Overview <i>Bryce Graham/Kelly O'Leary</i> 1:30 - 2:10 Cyber <i>Brian Bonkoski</i> 2:20 - 3:10 Life Science Overview <i>Matt Zagwoski</i> 3:20 - 4:00 Accident & Health <i>Greg McGannon</i> 4:00 - 4:45	12:45 - 4:45 DiSC Professionalism in the Workplace <i>Doris Hoopes</i>	12:45 - 4:30 Sales Training <i>Jeff Jenkins</i>	