

# Premier Producer Development Program - Commercial Insurance Basics

Location: Irvine, CA

Dates: February 5 - 9, 2018

**Program Location:**  
Newport Beach office  
7700 Irvine Center Dr  
Suite 900  
Irvine, CA 92618

**Program Manager:**  
Doris Hoopes  
201 323 3512

Monday	Tuesday	Wednesday	Thursday	Friday
February 5	February 6	February 7	February 8	February 9
	<b>8:00 - 11:30</b> Commercial Property Continued	<b>8:00 - 10:00</b> Crime	<b>8:00 - 10:00</b> Business Auto/Garage Continued	<b>8:00 - 9:00</b> Risk Management
	<b>11:30 - 12:00</b> Business Income	<b>10:00 - 12:00</b> CGL	<b>10:00 - 12:00</b> Workers Compensation	<b>9:00 - 9:30</b> Final Exam
	<b>Lunch 12:00 - 12:30</b>	<b>Lunch 12:00 - 1:00</b>	<b>Lunch 12:00 - 1:00</b>	<b>9:30 - 10:00</b> Awards - Intro to Week 2
<b>1:00 - 1:30</b> Introduction	<b>12:30 - 3:00</b> Business Income Continued	<b>1:00 - 2:30</b> CGL Continued	<b>1:00 - 2:00</b> Workers Compensation Continued	
<b>1:30 - 5:00</b> Commercial Property	<b>3:00- 5:00</b> Inland Marine	<b>2:30 - 3:00</b> BOP	<b>2:00 - 4:00</b> Umbrella	
		<b>3:00 - 5:00</b> Business Auto/Garage	<b>4:00 - 5:00</b> Cases & Coverages	

# Premier Producer Development Program - Commercial Products and Sales

Location: Irvine, CA

Dates: February 12 - 15, 2018

	Monday	Tuesday	Wednesday	Thursday
	February 12	February 13	February 14	February 15
<b>Program Location:</b> Newport Beach office 7700 Irvine Center Dr Suite 900 Irvine, CA 92618		<b>8:30 - 12:00 Chubb Products</b>	<b>8:30 - 12:00</b> Sales Training <i>Jeff Jenkins</i>	<b>8:30 - 11:00</b> Sales Training <i>Jeff Jenkins</i>
<b>Program Manager:</b> Doris Hoopes 201 323 3512		<b>Lunch 12:00 - 12:45</b>	<b>Lunch 12:00 - 12:45</b>	
	<b>1:00 - 4:30 Chubb Products</b>	<b>12:45 - 4:45</b> DiSC <i>Doris Hoopes</i>  Professionalism in the Workplace <i>Doris Hoopes</i>	<b>12:45 - 4:30</b> Sales Training <i>Jeff Jenkins</i>	