



CPIA 1 – POSITION FOR SUCCESS



A seminar designed for Agents & Company Personnel

The PIA of ND is proud to announce the continued offering of this training and designation program. The AIMS Society's **Certified Professional Insurance Agent** designation is a first-of-its kind, hands-on, how-to, continuing education-approved insurance designation.

CPIA 1 is approved for **7hours** of CE credit in most states including ND, SD and MN.

STEVE BECHER, CIC, CPIA Executive Director of PIAND, will lead this seminar. Why is CPIA for you? Because your agency's success comes down to relationships—and CPIA is your building block. If you truly are dedicated to ensuring your agency succeeds in today's highly competitive market, consider the CPIA designation. In fact, the Insurance Success Seminars are guaranteed: implement the principles covered in these sessions and experience a 20 percent increase in personal production within six months or AIMS society will refund your registration fee.

CPIA 1 – Position For Success

During this program, participants are encouraged to focus on internal and external factors affecting the development of effective business development plans. Factors discussed include a review of the state of the insurance marketplace; analysis of competitive pressures; necessary insurance carrier underwriting criteria; and consumer expectations and understanding. Throughout each section of the workshop material, tips for preventing Errors & Omissions are highlighted and discussed.

The designation consists of three core CPIA Insurance Success Seminars: **CPIA 1—Position for Success; CPIA 2—Implement for Success; and CPIA 3—Sustain Success.** CPIA 2 will be held on February 18th and CPIA 3 will be held on March 25th

Bismarck

Tuesday, January 14th 2025

Courtyard by Marriott

(3319 N 14th Street)

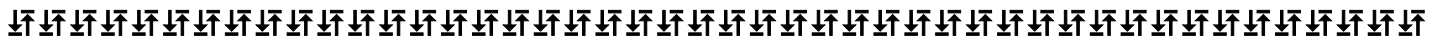
AGENDA: 8:30 – 9:00 am: Registration/Check-in 9:00am – 4:30pm: Seminar

COST: \$125 for PIA Members - **\$150** for Non-Members (per session)

To Register: Send the Registration Form below with your payment to:

PIAND – 827 28th Street South Suite C2 Fargo, ND 58103

Or online at www.piand.com and pay by credit card (Service fee applies)



CPIA I – POSITION FOR SUCCESS SEMINAR

Name: _____ Lic.#: _____

Agency/Company: _____

Address: _____

City/St/Zip: _____

Phone: _____ e-mail: _____

AMT ENCLOSED: _____