

Personal & Commercial Coverage Basics

Two online courses that give your rookies the training they need to succeed without interrupting your daily sales and services activities

Personal Lines Coverage Basics

(for employees with 3-9 months experience)

Curriculum includes:

Orientation (if first on-line course)

Wk 1: Introduction to Property Insurance

Wk 2: Introduction to Liability Insurance

Wk 3: Dwelling Insurance

Wk 4: Homeowners Insurance

Wk 5: Personal Auto Insurance

Wk 6: Miscellaneous Personal Insurance

Course Schedule (offered bi-monthly):

Orientation Week	Personal Lines Basics
May 13, 2019	5/20-6/28
July 8, 2019	7/15-8/23
September 8, 2019	9/16-10/25
November 11, 2019	11/18-12/27/2019 + 1 wk Holiday Extension

Course Fee for PL Coverage Basics: \$295

Commercial Lines Coverage Basics

(for employees with 3-12 months experience)

Curriculum includes:

Orientation (if first on-line course)

Wk 1: The Comm Pkg Policy & the BOP

Wk 2: Commercial Property Insurance

Wk 3: Ocean & Inland Marine Insurance

Wk 4: Commercial General Liability Insurance

Wk 5: Commercial Auto Insurance

Wk 6: Commercial Crime Insurance

Wk 7: Workers' Compensation

Wk 8: Miscellaneous Commercial Insurance

Course Schedule

(offered bi-monthly but No December starts):

Orientation Week	Commercial Lines Basics
April 8, 2019	4/15 - 6/7
June 10, 2019	6/17-8/9
Aug 12, 2019	8/19-10/12
October 7, 2019	10/14-12/6

Course Fee for CL Coverage Basics: \$305

Student Activity in a MERG Course

- #1. Read a chapter and/or an e-lecture.
- #2. Perform at least one activity in the week, using the agency as a "learning lab". The activities send you into the agency as a proactive learner, observing procedures and asking questions.
- #3. Post your observations about the activity.
- #4. Participate in a discussion question weekly with classmates and the facilitator.
- #5. Take occasional quizzes & a final exam.

Time to complete the course: 3 hrs weekly max.

Time on-line: Less than 1 hr weekly.

Work can be completed off-line, then pasted in on-line.

This course was more technically in depth than I expected. I found it to be very educational and got a good picture of how the insurance business is conducted and how many benefits the insurance company offers.

Registration

Name _____

Agency _____

Address _____

City/State/Zip _____

FAX _____ Phone _____

E-Mail _____

☐ Personal Lines Cov Basics ☐ Commercial Lines Cov Basics

Session Start Date: _____

☐ My check is enclosed.

☐ Please charge the course to my credit card:

☐ MC ☐ VISA Exp date: _____ Security Code _____

Name on Card: _____

Card # _____

Signature _____

Mail or email your completed registration form with payment info to:

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*Brought to you by the Managing Education Resource Group (MERG) in conjunction with your local agent association.
For more information about curriculum, call Sue Radwan at (517) 256-4786. To register, call your agent association.*