

# 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
January 13, 2020	1/20-2/28
March 9, 2020	3/16-4/24
May 11, 2020	5/18-6/26
July 13, 2020	7/20-8/28

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
February 10, 2020	2/17-4/10
April 13, 2020	4/20-6/5
June 9, 2020	7/20-9/3

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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