

2012 education schedule from...



MAY

			CEUs
5/15AM	Home Business vs HO Policy —Video CE	Milford	3
5/15PM	Commercial Property Direct/Indirect —Video CE	Milford	3
5/15	CISR Personal Residential	Leominster	8
5/16-19	CIC Commercial Property	Lenox	-
5/16	CISR Personal Residential	Milford	8
5/16	Commercial Component #1 - WC Policy & Endorsements	Milford	7
5/16AM	Home Business vs HO Policy —Video CE	Milford	3
5/16PM	Commercial Property Direct/Indirect —Video CE	Milford	3
5/17AM	Home Business vs HO Policy —Video CE	Milford	3
5/17PM	Commercial Property Direct/Indirect —Video CE	Milford	3
5/17	AAI 82B - Commercial Lines	Milford	8
5/17	Commercial Component #1 - WC Policy & Endorsements	Randolph	7
5/17AM	Fairplan	Hyannis	3
5/17PM	Flood	Hyannis	3
5/18AM	Flood—Video CE	Milford	3
5/18PM	Fraud—Video CE	Milford	3
5/21AM	Auto Endorsements & Umbrella —Video CE	Milford	3
5/21PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
5/21	CRIS Property Insurance for Contractors	Concord, NH	7
5/22	CISR Personal Residential	S. Portland, ME	8
5/22-24	Producer Peak Performance Training - NEW OFFERING!	Milford	8
5/22AM	Streaming Live/Classroom... Water Craft Exposure	Milford	3
5/22AM	Auto Endorsements & Umbrella —Video CE	Milford	3
5/22PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
5/23AM	Auto Endorsements & Umbrella —Video CE	Milford	3
5/23PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
5/23	CISR Personal Residential	Randolph	8
5/23-24	P&C Licensing	Milford	0
5/24	CISR Personal Residential	Tewksbury	8
5/24AM	Fairplan	Northampton	3
5/24PM	Flood	Northampton	3
5/24AM	Auto Endorsements & Umbrella —Video CE	Milford	3
5/24PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
5/25AM	Flood—Video CE	Milford	3
5/25PM	Fraud—Video CE	Milford	3
5/29AM	Business Income —Video CE	Milford	3
5/29PM	Essentials of DI —Video CE	Milford	3
5/29	CISR Personal Residential	Burlington, VT	8
5/29	Truckers: Regulations, Coverage and Stuff You and They Need to Know	Milford	7
5/30	CISR Personal Residential	Chicopee	8
5/30	Insuring the Condominium Owner	Milford	6
5/30AM	Business Income —Video CE	Milford	3
5/30PM	Essentials of DI —Video CE	Milford	3
5/31AM	Business Income —Video CE	Milford	3
5/31PM	Essentials of DI —Video CE	Milford	3
5/31	Agency E&O Risk Management I	Tewksbury	6

REGISTRATION FORM

Name: _____
 Agency/Company: _____
 Address: _____
 City/ST/Zip: _____
 Phone: _____
 E-mail: _____
 Class Date: _____ Location: _____
 Class Topic: _____
 If this is a **PC, PL or LAH Licensing class registration**, you **MUST**
 choose the version of licensing book you want to receive:
 eBook or Print Book

STATE REQUIREMENT – MUST ANSWER

MUST ANSWER.....DO YOU NEED CE?	YES	NO
If YES, we need your MA Producer License #:		

METHOD OF PAYMENT

- I am enclosing a check for \$ _____ made payable to:
MAIA, 91 Cedar Street, Milford, MA 01757.
- Register & Pay Online with a credit card at **massagent.com**[®]
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5/14/12 Edition

Mail to MAIA or Fax to **(508) 634-2929**

PRICES: All per person and payable upon registration. as of 4/25/12

	MEMBER	NON-MEMBER
CIC Institutes:	\$420.00	\$420.00
Ruble Seminars:	\$420.00	\$420.00
CRM Courses:	\$420.00	\$420.00
Dynamics Courses:	\$475.00	\$475.00
CPPL Designation Courses:	\$255.00	\$355.00
CPPL Whole Person (1 day)	\$125.00	\$225.00
CISR & WTH Hold Seminars:	\$155.00	\$155.00
CRIS Designation Courses:	\$195.00	\$295.00
Full Day Class:	\$95.00	\$190.00
Half Day Class:	\$65.00	\$130.00
2-Day P&C Licensing:	\$245.00	\$345.00
#3-Day P&C Licensing:	\$355.00	\$455.00
P&C LIA	\$245.00	\$345.00
LAH LIA	\$245.00	\$345.00
PL Licensing:	\$245.00	\$345.00
LAH Licensing:	\$170.00	\$270.00
C.A.R. Certification (Half-Day):	\$150.00	\$150.00
AAI Designation Courses:	\$185.00	\$285.00
PL Training School (16 classes):	\$980.00	\$1,610.00
Video CE Training (Half-Day):	\$ 55.00	\$110.00
Video CE Training (Full Day E&O Only):	\$ 85.00	\$110.00
Streaming Live/Classroom:	\$ 65.00	\$130.00
Producer Peak Performance	\$445.00	\$545.00

On-Line/SPECIALS: Prices vary, please call (800) 222-2699.

***CEUs: MASSACHUSETTS CE CREDITS APPLIED FOR.** The Division of Insurance requires that all registrants attend a class in its entirety to receive continuing education credits. Partial credit is not given for partial attendance. **Late arrivals will not receive any CE.**

LATE REGISTRANTS AND WALK-INS: Call 48 hours in advance to ensure availability. An additional \$10.00 will be charged to all registrations and walk-ins received within 24 hours of the class.

CANCELLATION POLICY: All classes are subject to a cancellation fee.

Please call (800) 222-2699 for specific cancellation policies.

ADA POLICY: We comply with Title III of the Americans with Disabilities Act.

SCHEDULE AS OF 5/14/12 – SUBJECT TO CHANGE – KNOW WHEN YOUR CLASS STARTS – CLASS TIMES VARY

For complete descriptions of classes, policies or questions, please call Association Education at 800.222.2699

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2012 education schedule from...



MAY

Date	Course	Location	CEUs
5/31	CISR Personal Residential	Warwick, RI	8
5/31	Insuring the Condominium Owner	Plymouth	6

JUNE

Date	Course	Location	CEUs
6/1	CISR Personal Residential	Hyannis	8
6/4	CISR Agency Operations	Manchester, NH	8
6/4AM	Understanding HO Endorsements —Video CE	Milford	3
6/4PM	Map vs PAP—Video CE	Milford	3
6/5AM	Understanding HO Endorsements —Video CE	Milford	3
6/5PM	Map vs PAP—Video CE	Milford	3
6/5	CISR Agency Operations	WRJ, VT	7
6/5	CISR Agency Operations	Milford	8
6/5	CISR Agency Operations	Plymouth	8
6/5	Insuring the Condominium Owner	Peabody	6
6/5	LAH Licensing	Randolph	0
6/6-7	CPPL - Getting the Total Account	Milford	8
6/6-7	P&C Licensing	Milford	0
6/6	Truckers: Regulations, Coverage and Stuff You and They Need to Know	Northampton	7
6/6AM	Understanding HO Endorsements —Video CE	Milford	3
6/6PM	Map vs PAP—Video CE	Milford	3
6/7AM	Understanding HO Endorsements —Video CE	Milford	3
6/7PM	Map vs PAP—Video CE	Milford	3
6/7	CISR Agency Operations	Lenox	8
6/7	Insuring the Condominium Owner	Chicopee	6
6/8AM	Flood—Video CE	Milford	3
6/8PM	Fraud—Video CE	Milford	3
6/11-8/10	On-Line Commercial Lines Coverage Basics	On-Line	0
6/11-8/3	On-Line New Agency Employee Orientation	On-Line	0
6/11AM	Professional Liability—Video CE	Milford	3
6/11PM	Risk Management—Video CE	Milford	3
6/12AM	Professional Liability—Video CE	Milford	3
6/12PM	Risk Management—Video CE	Milford	3
6/12	CISR Agency Operations	Peabody	8
6/12-13	CPPL - Getting the Total Account	Randolph	8
6/12	CRIS Property Insurance for Contractors	Milford	7
6/12-7/27	On-Line Delivering Quality Service	On-Line	0
6/12	Truckers: Regulations, Coverage and Stuff You and They Need to Know	Westport	7
6/13	Agency E&O Risk Management II —Video CE	Milford	6
6/13	Commercial Property Issues - NEW OFFERING!	Tewksbury	5
6/13AM	Streaming Live/Classroom... Keep on Trucking	Milford	3
6/14-15	CPPL Personal Insurance Professional	Milford	14
6/14	Commercial Property Issues - NEW OFFERING!	Randolph	5
6/14	Truckers: Regulations, Coverage and Stuff You and They Need to Know	Peabody	7
6/14AM	Professional Liability—Video CE	Milford	3
6/14PM	Risk Management—Video CE	Milford	3
6/15AM	Flood—Video CE	Milford	3

JUNE

Date	Course	Location	CEUs
6/15PM	Fraud—Video CE	Milford	3
6/18	Personal Lines Step 5 - Issues and Problems in the HO Policy	Tewksbury	7
6/18AM	How Well Know E&O—Video CE	Milford	3
6/18PM	Business Auto Endorsements —Video CE	Milford	3
6/19AM	How Well Know E&O—Video CE	Milford	3
6/19PM	Business Auto Endorsements —Video CE	Milford	3
6/19	Bridging the Sales/Account Rounding Gap - PL Primer	Milford	6
6/19	CISR Agency Operations	Taunton	8
6/19	Personal Lines Step 5 - Issues and Problems in the HO Policy	Milford	7
6/20-21	CIC James K. Ruble Graduate Seminar I & II - SOLD OUT!	Falmouth	-
6/20-23	CIC Personal Lines	Falmouth	-
6/20	CISR Agency Operations	Sturbridge	8
6/20	Registry Procedures - INTRODUCTORY	Milford	6
6/20AM	How Well Know E&O—Video CE	Milford	3
6/20PM	Business Auto Endorsements —Video CE	Milford	3
6/21AM	How Well Know E&O—Video CE	Milford	3
6/21PM	Business Auto Endorsements —Video CE	Milford	3
6/21	Agency E&O Risk Management II	Milford	6
6/21	CISR Agency Operations	Northampton	8
6/22AM	Flood—Video CE	Milford	3
6/22PM	Fraud—Video CE	Milford	3
6/25AM	CL Umbrella, Scope & Features —Video CE	Milford	3
6/25PM	Home Sweet Home—Video CE	Milford	3
6/26AM	CL Umbrella, Scope & Features —Video CE	Milford	3
6/26PM	Home Sweet Home—Video CE	Milford	3
6/26	AAI 82C - Specialized Commercial Lines	Milford	8
6/26-27	CPPL - Getting the Total Account Personal Lines Step 5 - Issues and Problems in the HO Policy	Peabody	8
6/26	Streaming Live/Classroom... E&O Review, Plan, Activate	Chicopee	7
6/26AM	Commercial Property Issues	Milford	3
6/27	Commercial Property Issues - NEW OFFERING!	Milford	5
6/27-28	P&C Licensed Insurance Adviser	Milford	14
6/27-28	P&C Licensing	Randolph	0
6/27AM	CL Umbrella, Scope & Features —Video CE	Milford	3
6/27PM	Home Sweet Home—Video CE	Milford	3
6/28AM	CL Umbrella, Scope & Features —Video CE	Milford	3
6/28PM	Home Sweet Home—Video CE	Milford	3
6/28	C.A.R. - Commercial Auto Limited Servicing Carrier ERP	Milford	3
6/28	Commercial Property Issues - NEW OFFERING!	Plymouth	5
6/29AM	Flood—Video CE	Milford	3
6/29PM	Fraud—Video CE	Milford	3

SCHEDULE AS OF 5/14/12 – SUBJECT TO CHANGE – KNOW WHEN YOUR CLASS STARTS – CLASS TIMES VARY

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2012 education schedule from...



JULY			CEUs	JULY			CEUs
7/2AM	Insuring the Condo—Video CE	Milford	3	7/17	Personal Lines Issues - NEW OFFERING!	Plymouth	6
7/2PM	Essentials of DI—Video CE	Milford	3	7/18-21	CIC Commercial Property	Nashua, NH	-
7/3AM	Insuring the Condo—Video CE	Milford	3	7/18-19	P&C Licensing	Milford	0
7/3PM	Essentials of DI—Video CE	Milford	3	7/18	Personal Lines Issues - NEW OFFERING!	Tewksbury	6
7/5AM	Insuring the Condo—Video CE	Milford	3	7/18AM	Understanding HO Endorsements —Video CE	Milford	3
7/5PM	Essentials of DI—Video CE	Milford	3	7/18PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3
7/6AM	Flood—Video CE	Milford	3	7/19AM	Understanding HO Endorsements —Video CE	Milford	3
7/6PM	Fraud—Video CE	Milford	3	7/19PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3
7/9AM	Business Income in the Home —Video CE	Milford	3	7/20AM	Flood—Video CE	Milford	3
7/9PM	Per Auto vs Business Auto —Video CE	Milford	3	7/20PM	Fraud—Video CE	Milford	3
7/9-8/31	On-Line New Agency Employee Orientation	On-Line	0	7/23AM	Builders Risk—Video CE	Milford	3
7/9-8/24	On-Line Personal Lines Coverage Basics	On-Line	0	7/23PM	Com Auto- A Troubled Route —Video CE	Milford	3
7/10	Commercial Component #2 - CGL Policy & Employer Practices Liability Policy	Randolph	7	7/23-24	Ruble Advanced Risk Management	Newton	-
7/10	CRIS Workers Compensation for Contractors	Concord, NH	7	7/24AM	Builders Risk—Video CE	Milford	3
7/10AM	Streaming Live/Classroom...Getting Back to the Basics - MA Auto	Milford	3	7/24PM	Com Auto- A Troubled Route —Video CE	Milford	3
7/10AM	Business Income in the Home —Video CE	Milford	3	7/24-25	PL Licensing	Milford	0
7/10PM	Per Auto vs Business Auto —Video CE	Milford	3	7/25AM	Builders Risk—Video CE	Milford	3
7/11	Agency E&O Risk Management II —Video CE	Milford	6	7/25PM	Com Auto- A Troubled Route —Video CE	Milford	3
7/11	Commercial Component #2 - CGL Policy & Employer Practices Liability Policy	Peabody	7	7/26	Agency E&O Risk Management I	Taunton	6
7/11	Personal Lines Issues - NEW OFFERING!	Milford	6	7/26AM	Builders Risk—Video CE	Milford	3
7/11	Personal Lines Step 5 - Issues and Problems in the HO Policy	Taunton	7	7/26PM	Com Auto- A Troubled Route —Video CE	Milford	3
7/12	Commercial Component #2 – CGL Policy & Employer Practices Liability Policy	Sturbridge	7	7/27AM	Flood—Video CE	Milford	3
7/12	Personal Lines Issues - NEW OFFERING!	Northampton	6	7/27PM	Fraud—Video CE	Milford	3
7/12AM	Business Income in the Home —Video CE	Milford	3	7/30AM	Home Business vs HO Policy —Video CE	Milford	3
7/12PM	Per Auto vs Business Auto —Video CE	Milford	3	7/30PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
7/13AM	Flood—Video CE	Milford	3	7/31AM	Home Business vs HO Policy —Video CE	Milford	3
7/13PM	Fraud—Video CE	Milford	3	7/31PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
7/16AM	Understanding HO Endorsements —Video CE	Milford	3				
7/16PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3	AUGUST			CEUs
7/17AM	Understanding HO Endorsements —Video CE	Milford	3	8/1	Personal Lines Step #6 - Issues with the Personal Auto Policy	Chicopee	6
7/17PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3	8/1AM	Home Business vs HO Policy —Video CE	Milford	3
7/17	Commercial Component #2 – CGL Policy & Employer Practices Liability Policy	Milford	7	8/1PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
				8/2AM	Home Business vs HO Policy —Video CE	Milford	3
				8/2PM	Ethics- Spinning the World of Insurance —Video CE	Milford	3
				8/2	CISR Commercial Casualty	Warwick, RI	8
				8/2	Personal Lines Step #6 - Issues with the Personal Auto Policy	Milford	6
				8/3AM	Flood—Video CE	Milford	3

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AUGUST

			CEUs
8/3PM	Fraud—Video CE	Milford	3
8/6AM	Builders Risk—Video CE	Milford	3
8/6PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3
8/7AM	Builders Risk—Video CE	Milford	3
8/7PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3
8/7	CISR Commercial Casualty	Hyannis	8
8/7	CISR HS - Multiple Questions in CL	Taunton	*
8/7	Homeowners Coverage	Chicopee	7
8/8	Agency E&O Risk Management II	Westport	6
8/8	CISR Commercial Casualty	Randolph	8
8/8-9	P&C Licensing	Milford	0
8/8AM	Builders Risk—Video CE	Milford	3
8/8PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3
8/9AM	Builders Risk—Video CE	Milford	3
8/9PM	CL- Wild Questions/Serious Answers —Video CE	Milford	3
8/9	CISR Commercial Casualty	Lenox	8
8/9	Homeowners Coverage	Plymouth	7
8/10AM	Flood—Video CE	Milford	3
8/10PM	Fraud—Video CE	Milford	3
8/13-10/12	On-Line Commercial Lines Coverage Basics	On-Line	0
8/13-10/5	On-Line New Agency Employee Orientation	On-Line	0
8/13AM	Business Income—Video CE	Milford	3
8/13PM	Essentials of DI—Video CE	Milford	3
8/14AM	Business Income—Video CE	Milford	3
8/14PM	Essentials of DI—Video CE	Milford	3
8/14	CISR Commercial Casualty	Burlington, VT	8
8/14	CISR Commercial Casualty	Leominster	8
8/14	CISR Commercial Casualty	Milford	8
8/14AM	Streaming Live/Classroom... Certificates of Insurance/Liability/ Additional Insureds	Milford	3
8/15	Video - Agency E&O Risk Management II —Video CE	Milford	6
8/15-18	CIC Personal Lines	S Portland, ME	-
8/15	Homeowners Coverage	Westport	7
8/15	Personal Lines Step #6 - Issues with the Personal Auto Policy	Tewksbury	6
8/16AM	Business Income—Video CE	Milford	3
8/16PM	Essentials of DI—Video CE	Milford	3
8/16	CISR Commercial Casualty	S Portland, ME	8
8/16	Homeowners Coverage	Milford	7
8/17AM	Flood—Video CE	Milford	3
8/17PM	Fraud—Video CE	Milford	3
8/20AM	Auto Endorsements & Umbrella —Video CE	Milford	3
8/20PM	Commercial Property Direct/Indirect —Video CE	Milford	3
8/21AM	Auto Endorsements & Umbrella —Video CE	Milford	3
8/21PM	Commercial Property Direct/Indirect —Video CE	Milford	3
8/21-24	CRM Control of Risk	Milford	-

AUGUST

			CEUs
8/22AM	Auto Endorsements & Umbrella —Video CE	Milford	3
8/22PM	Commercial Property Direct/Indirect —Video CE	Milford	3
8/22	CISR Commercial Casualty	Tewksbury	8
8/22AM	Streaming Live/Classroom... E&O Review, Plan, Activate	Milford	3
8/23	CISR Commercial Casualty	Westport	8
8/23	Personal Lines Step #6 - Issues with the Personal Auto Policy	Taunton	6
8/23AM	Auto Endorsements & Umbrella —Video CE	Milford	3
8/23PM	Commercial Property Direct/Indirect —Video CE	Milford	3
8/24PM	Fraud—Video CE	Milford	3
8/24AM	Flood—Video CE	Milford	3
8/27PM	Map vs PAP—Video CE	Milford	3
8/27AM	Professional Liability—Video CE	Milford	3
8/28PM	Map vs PAP—Video CE	Milford	3
8/28AM	Professional Liability—Video CE	Milford	3
8/28	CRIS Commercial Auto, Surety, CIPS, MISC Lines	Concord, NH	7
8/29PM	Map vs PAP—Video CE	Milford	3
8/29AM	Professional Liability—Video CE	Milford	3
8/30PM	Map vs PAP—Video CE	Milford	3
8/30AM	Professional Liability—Video CE	Milford	3
8/30	CISR Commercial Casualty	Chicopee	8

SEPTEMBER

			CEUs
9/4	PL Training School Part 1 of 16	Milford	0
9/5	CISR Personal Automobile	Milford	8
9/6	CISR HS - Multiple Questions in CL	S Portland, ME*	
9/6	CISR Personal Automobile	Northampton	8
9/6	CRIS Workers Compensation for Contractors	Milford	7
9/6	PL Training School Part 2 of 16	Milford	0
9/10-11/2	On-Line New Agency Employee Orientation	On-Line	0
9/10-10/26	On-Line Personal Lines Coverage Basics	On-Line	0
9/10	PL Training School Part 3 of 16	Milford	0
9/11	CISR HS - Multiple Questions in CL	Warwick, RI	*
9/11	Commercial Component #3 - Business Auto	Sturbridge	7
9/11-12	CPPL - Loss Control and Prevention	Milford	14
9/12-15	CIC Commercial Casualty	Providence, RI -	
9/12	CISR Personal Automobile	Plymouth	8
9/12	PL Training School Part 4 of 16	Milford	0
9/12AM	Streaming Live/Classroom... D&O - More Than Just a For-Profit Coverage	Milford	3
9/13	CISR Personal Automobile	Taunton	8
9/13	Commercial Component #3 - Business Auto	Milford	7
9/13-14	CPPL - Loss Control and Prevention	Randolph	14
9/14	CISR Personal Automobile	Peabody	8
9/18	AAI 83A Principles of Agency Mgmt	Milford	8
9/18	CISR HS - Multiple Questions in CL	Tewksbury	*
9/18-19	CPPL - Loss Control and Prevention	Peabody	14
9/18	PL Training School Part 5 of 16	Milford	0
9/19	Dwelling Fire	Milford	7

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SEPTEMBER

Date	Course	Location	CEUs
9/19	CISR Commercial Property	S Portland, ME	
9/19-20	P&C Licensing	Milford	0
9/20	CISR Personal Automobile	Sturbridge	8
9/20	Commercial Component #3 - Business Auto	Peabody	7
9/20	Dwelling Fire	Tewksbury	7
9/20	PL Training School Part 6 of 16	Milford	0
9/20-21	CPPL - Loss Control and Prevention	Chicopee	14
9/24	PL Training School Part 7 of 16	Milford	0
9/25	CISR Personal Automobile	WRJ, VT	8
9/25	PL Training School Part 8 of 16	Milford	0
9/26	Dwelling Fire	Randolph	7
9/27	Commercial Component #3 - Business Auto	Randolph	7
9/27	Dwelling Fire	Chicopee	7
9/27	PL Training School Part 9 of 15	Milford	0

OCTOBER

Date	Course	Location	CEUs
10/1-2	LAH Licensed Insurance Adviser	Milford	14
10/1	PL Training School Part 10 of 16	Milford	0
10/2	CISR Commercial Property	Tewksbury	8
10/2	CISR Commercial Property	Warwick, RI	8
10/2	CRIS Re-Accreditation - Design Build Risk and Insurance	Concord, NH	7
10/2	Personal Lines Step 7 - Acct Dev/ E&O/PL Claims	Chicopee	6
10/3	Agency E&O Risk Management I	Milford	6
10/3-4	P&C Licensing	Peabody	0
10/3	Personal Lines Step 7 - Acct Dev/ E&O/PL Claims	Tewksbury	6
10/3	PL Training School Part 11 of 16	Milford	0
10/4	CISR Commercial Property	Burlington, VT	8
10/4	CISR HS - Multiple Questions in CL	Milford	*
10/5	PL Training School Part 12 of 16	Milford	0
10/8-12/7	On-Line Commercial Lines Coverage Basics	On-Line	0
10/8-11/26	On-Line Delivering Quality Service	On-Line	0
10/8-11/30	On-Line New Agency Employee Orientation	On-Line	0
10/9	PL Training School Part 13 of 16	Milford	0
10/10-13	CIC Life & Health	Burlington, VT	-
10/10	CISR Commercial Property	Leominster	8
10/10-11	PL Licensing	Milford	0
10/10AM	Registry Procedures in Commercial Lines	Milford	3
10/10PM	Registry Procedures in Personal Lines	Milford	3
10/11	Agency E&O Risk Management II	Peabody	6
10/11	PL Training School Part 14 of 16	Milford	0
10/12	LAH Licensing	Milford	0
10/15	PL Training School Part 15 of 16	Milford	0
10/16	CISR Commercial Property	Randolph	8
10/16-18#	P&C Licensing	Milford	0
10/16AM	Registry Procedures in Commercial Lines	Chicopee	3
10/16PM	Registry Procedures in Personal Lines	Chicopee	3
10/16	Bridging the Sales/Account Rounding Gap - PL Primer	Peabody	6
10/17	CISR Commercial Property	Hyannis	8
10/17	PL Training School Part 16 of 16	Milford	0
10/17AM	Streaming Live/Classroom... E&O Review, Plan, Activate	Milford	3
10/18	CISR Commercial Property	Chicopee	8
10/18AM	Streaming Live/Classroom... Business Auto for Beginners	Milford	3

OCTOBER

Date	Course	Location	CEUs
10/18	Personal Lines Step 7 - Acct Dev/ E&O/PL Claims	Milford	6
10/18AM	Registry Procedures in Commercial Lines	Randolph	3
10/18PM	Registry Procedures in Personal Lines	Randolph	3
10/23	Bridging the Sales/Account Rounding Gap - PL Primer	Milford	6
10/24-25	James K. Ruble Graduate Seminar	Freeport, ME	-
10/24	CISR Commercial Property	Milford	8
10/24	Personal Lines Step 7 - Acct Dev/ E&O/PL Claims	Taunton	6
10/24AM	Registry Procedures in Commercial Lines	Tewksbury	3
10/24PM	Registry Procedures in Personal Lines	Tewksbury	3
10/24	Bridging the Sales/Account Rounding Gap - PL Primer	Randolph	6
10/25	AAI 83B - Agency/Company Relations	Milford	8
10/25	C.A.R. - Commercial Auto Limited Servicing Carrier ERP	Milford	3
10/30	CISR Commercial Property	Westport	8
10/31AM	Streaming Live/Classroom... Getting Back to the Basics - Homeowners	Milford	3

NOVEMBER

Date	Course	Location	CEUs
11/1	CISR Personal Residential	WRJ, VT	8
11/1	CISR Personal Residential	Lenox	8
11/1-2	P&C Licensed Insurance Adviser	Milford	14
11/5-6	P&C Licensing	Milford	0
11/6	CISR Personal Residential	Sturbridge	8
11/6	LAH Licensing	Peabody	0
11/7	CISR Personal Residential	Northampton	8
11/8-9	CPPL - Personal Insurance Professional "PIP"	Boston	14

11/8-11	The BIG Event 2012! **MAIA's Annual Convention & Trade Fair** go to massagent.com for complete details	Boston	various

11/12-1/4/13	On-Line New Agency Employee Orientation	On-Line	0
11/12-12/28	On-Line Personal Lines Coverage Basics	On-Line	0
11/13	Agency E&O Risk Management I	Chicopee	6
11/13	CISR Personal Residential	Manchester, NH	8
11/13	CISR Personal Residential	Taunton	8
11/14-17	CIC Agency Management	Plymouth	-
11/14	CISR Personal Residential	Plymouth	8
11/14	CRIS Commercial Auto, Surety, CIPs, Misc. Lines	Milford	7
11/14AM	Streaming Live/Classroom... Property Valuation	Milford	3
11/15	CISR Personal Residential	Peabody	8
11/15	Registry Procedures - INTRODUCTORY	Milford	6
11/20	Commercial Component #4 - Commercial Property and Business Income	Sturbridge	7
11/27	Commercial Component #4 - Commercial Property and Business Income	Milford	7
11/28	CISR Personal Residential	Milford	8

SCHEDULE AS OF 5/14/12 - SUBJECT TO CHANGE - KNOW WHEN YOUR CLASS STARTS - CLASS TIMES VARY

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2012 education schedule from...



NOVEMBER

		CEUs	
11/28	Commercial Component #4 - Commercial Property and Business Income	Randolph	7
11/28-12/1	CRM Analysis of Risk	Newport, RI	-
11/28	MA Personal Automobile Coverage	Hyannis	7
11/29	AAI 83C – Agency Financial Management	Milford	8
11/29	Commercial Component #4 - Commercial Property and Business Income	Peabody	7

DECEMBER

		CEUs	
12/3AM	Streaming Live/Classroom... E&O Review, Plan, Activate	Milford	3
12/4	CGL Coverage	Milford	6
12/4	CISR Agency Operations	Burlington, VT	7
12/4	CISR Agency Operations	Westport	8
12/4	Personal Lines Step 1 - Homeowners	Tewksbury	7
12/5-8	CIC Commercial Casualty	Salem	-
12/5-6	P&C Licensing	Milford	0
12/5	Personal Lines Step 1 - Homeowners	Chicopee	7
12/6	CISR Agency Operations	S Portland, ME	8
12/6	MA Personal Automobile Coverage	Taunton	7
12/7	CISR Agency Operations	Tewksbury	8
12/11	CGL Coverage	Taunton	6
12/11	CISR Agency Operations	Leominster	8
12/11	MA Personal Automobile Coverage	Milford	7
12/11	Personal Lines Step 1 - Homeowners	Milford	7
12/12	Agency E&O Risk Management II	Milford	6
12/12	CGL Coverage	Tewksbury	6
12/12	CISR Agency Operations	Randolph	8
12/12	Personal Lines Step 1 - Homeowners	Taunton	7
12/12AM	Streaming Live/Classroom... "Best Of" WC Issues/ Principles	Milford	3
12/13	CGL Coverage	Northampton	6
12/13	CISR Agency Operations	Hyannis	8
12/13	CISR Agency Operations	Chicopee	8
12/13	CISR Agency Operations	Milford	8
12/20	CISR Agency Operations	Warwick, RI	8

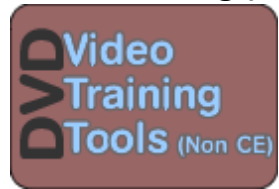
Additional Resources & Tools

Insurance Publications



Featuring books about improving the agency's sales and marketing efforts, streamlining performance, managing growth, and enhancing service. Practical publications about exposures, exclusions, and coverages that belong on the shelves of every practicing insurance professional.

Video Training (Non CE)



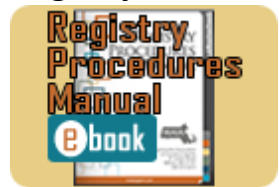
If you need to train your staff and don't have the resources or time...Video Training can help! We have a variety of Personal Lines and Commercial Lines topics.

Webinar Presentation CDs...



A variety of Personal Lines and Commercial Lines topics available in our very popular webinar CD offerings....

Registry Procedures Manual (ebook)



Some agents believe that they can get everything they need to know about Registry Procedures from the RMV website. The RMV website does have a great deal of content but contains only information the public needs to know. MAIA's digital Registry Procedures Manual offers a wide array of information that you will not find on the RMV website.

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