



# AMERICAN INSURANCE MARKETING AND SALES SOCIETY

## 2010 CPIA SEMINAR SCHEDULE

### January 2010

01/19/10 Richmond, VA 3

### February 2010

02/03/10 Edison, NJ 1  
02/04/10 Nashville, TN 1  
02/10/10 Minneapolis, MN 1  
02/23/10 Richmond, VA 1

### March 2010

03/01/10 Charlotte, NC 1  
03/04/10 Knoxville, TN 2  
03/10/10 Minneapolis, MN 2  
03/18/10 Richmond, VA 2  
03/22/10 Charlotte, NC 2  
03/23/10 Poughkeepsie, NY 1  
03/24/10 Plainview, NY 1  
03/24/10 Miami Lakes, FL 1

### April 2010

04/06/10 Birmingham, AL 1  
04/07/10 Birmingham, AL 2  
04/07/10 Minneapolis, MN 3  
04/07/10 Warwick, RI 1  
04/08/10 Warwick, RI 2  
04/08/10 Birmingham, AL 3  
04/09/10 Warwick, RI 3  
04/14/10 Miami Lakes, FL 2  
04/19/10 Charlotte, NC 3  
04/20/10 Buffalo, NY 1  
04/21/10 Syracuse, NY 1  
04/22/10 Glenmont, NY 1  
04/22/10 Richmond, VA 3  
04/27/10 Mechanicsburg, PA 1  
04/28/10 Mechanicsburg, PA 2  
04/24/10 Miami Lakes, FL 3  
04/29/10 Mechanicsburg, PA 3

### May 2010

05/04/10 Edison, NJ 2  
05/04/10 Poughkeepsie, NY 2  
05/04/10 Richmond, VA 1  
05/05/10 Ronkonkoma, NY 2  
05/18/10 Buffalo, NY 2  
05/19/10 Syracuse, NY 2  
05/20/10 Glenmont, NY 2

#### How to Register:

- Identify the *Insurance Success Seminars* you wish to attend and note the location(s).
- Using the list above, locate the "State Sponsor" for each Seminar you're interested in attending.
- Contact the Sponsor directly for program details and to register.

#### Continuing Education:

*Insurance Success Seminars* are approved for Continuing Education Credit in many states. For specific credit amounts, contact the Sponsor of the Seminar you're interested in attending or see the CE listing available at [www.aimsociety.org](http://www.aimsociety.org).



For more information about *Insurance Success Seminar*, the CPIA designation or membership in the AIMS Society, contact:

**AIMS Society**  
PO Box 35718,  
Richmond, VA 23235  
phone: 804/674-6466 or 877/674-2742  
fax: 703/579-8896

### June 2010

06/04/10 San Antonio, TX (1/2day)\* 3  
06/05/10 San Antonio, TX (1/2day)\* 3  
06/08/10 New York, NY 1  
06/09/10 Hartford, CT 1  
06/30/10 Mobile, AL 3  
*\* Must attend both days for full credit.*

### July 2010

07/13/10 Richmond, VA 2

### August 2010

08/05/10 Brentwood, TN 2  
08/05/10 Richmond, VA 3  
08/10/10 Pittsburgh, PA 1  
08/11/10 Pittsburgh, PA 2  
08/11/10 Gahanna, OH 3  
08/12/10 Pittsburgh, PA 3  
08/26/10 Montgomery, AL 1

### September 2010

09/13/10 Charlotte, NC 1  
09/14/10 Edison, NJ 3  
09/14/09 New York, NY 2  
09/15/10 Hartford, CT 2  
09/16/10 Manchester, NH 1  
09/20/10 Greensboro, NC 1  
09/22/09 Poughkeepsie, NY 3  
09/23/10 Plainview, NY 3  
09/27/10 Charlotte, NC 2  
09/29/10 Richmond, VA 1

### October 2010

10/04/10 Greensboro, NC 2  
10/05/10 Buffalo, NY 3  
10/06/10 Syracuse, NY 3  
10/07/10 Glenmont, NY 3  
10/18/10 Charlotte, NC 3  
10/26/10 Richmond, VA 2  
10/26/10 St. Davids, PA (Pittsburg) 1  
10/27/10 St. Davids, PA (Pittsburg) 2  
10/27/10 Warwick, RI 1  
10/28/10 St. Davids, PA (Pittsburg) 3  
10/28/10 Warwick, RI 2  
10/29/10 Warwick, RI 3

#### State Sponsor Contact Information:

**AL** - Alabama Independent Insurance Agents - 205-326-4129 - [www.aiaa.org](http://www.aiaa.org)

**CT** - PIA-Connecticut - 800-424-4244 - [www.pia.org](http://www.pia.org)

**DE** - Insurance Agents & Brokers - 717-795-9100 - [www.iabgroup.com](http://www.iabgroup.com)

**FL** (Broward & Miami Dade counties) - Dulce Resnick - 305-446-5474

**FL** (Collier County) - Insurance Professionals of Collier County - 239-213-1441 - [www.ipconline.org](http://www.ipconline.org)

**GA** - Image Innovations, Inc. - 706-540-7910 - email [carrie@insuringamerica.com](mailto:carrie@insuringamerica.com)

**KS** - PIA-Kansas - 785-232-4143 - [www.KansasPIA.org](http://www.KansasPIA.org)

### November 2010

11/08/10 Greensboro, NC 3  
11/16/10 Manchester, NH 2  
11/16/10 Birmingham, AL 2  
11/17/10 Hartford, CT 3  
11/18/10 Brentwood, TN 3  
11/18/10 Houston, TX 1  
11/18/10 New York, NY 3

### December 2010

12/07/10 Richmond, VA 3

#### Advanced CPIA Seminars

*Adv. CL Risk Analysis for E&O Loss Prevention*  
*Adv. PL Risk Analysis for E&O Loss Prevention*

01/12/10 Naples, FL ADV CL  
01/27/10 Warwick, RI ADV PL  
05/18/10 Edison, NJ ADV CL  
07/14/10 Hollywood, FL ADVCL  
07/14/10 Hollywood, FL ADVPL  
11/04/10 Warwick, RI ADV CL  
11/30/10 Mobile, AL ADV PL  
12/01/10 Montgomery, AL ADV PL  
12/02/10 Birmingham, AL ADV CL

#### State Sponsor Contact Information (con't):

**LA** - Lobell Insurance Services, LLC - (225) 698-2200

**MD** - Insurance Agents & Brokers - 717-795-9100 - [www.iabgroup.com](http://www.iabgroup.com)

**MI** - Insurance Educators, Inc. - 269-323-2042 - [www.insuranceeducators.net](http://www.insuranceeducators.net)

**MN** - PIA-Minnesota - 866-694-7070 - [www.piamn.com](http://www.piamn.com)

**NC** - Essential Training Solutions, Inc. - 704-728-5571 <sup>1</sup> [www.patricespeaks.com](http://www.patricespeaks.com)  
<sup>2</sup>

**NH / NJ / NY** - Professional Insurance Agents - 800-424-4244 - [www.pia.org](http://www.pia.org)

**OH / IN** - PIA-Ohio - 614-552-8000 - [www.ohio pia.com](http://www.ohio pia.com)

**PA** - Insurance Agents & Brokers - 717-795-9100 - [www.iabgroup.com](http://www.iabgroup.com)

**RI** - IIA of Rhode Island - 401-732-2400 [www.iiari.com](http://www.iiari.com)

**SC** - Salesforce Advantage - 803-604-1100 - [www.salesforceadvantage.com](http://www.salesforceadvantage.com)

**TN** - PIA - Tennessee - 615-771-1177 [www.piatn.com](http://www.piatn.com)

**TX** - PIA - Texas - 512-301-0226 - [www.piatx.org](http://www.piatx.org)

**VA** - PIA - Virginia & DC - 804-264-2582 [www.pia vadc.com](http://www.pia vadc.com)

Contact the AIMS Society office for additional information - [info@aimsociety.org](mailto:info@aimsociety.org) or 877-674-2742