



BIG I NEW HAMPSHIRE

Education Calendar

2023

Thru April

BIG I NH EDUCATION COMMITTEE

Beth Needham – Chairman of the Board
The Hilb Group

bneedham@hilbgroup.com

Heather Clement, Chairperson
Chalmers Insurance Group
hclement@chalmersinsurancegroup.com

Wendy Bagley, AAI, CPIW
Optisure Risk Partners
Wendy.bagley@optisure.com

Sarah Dickinson
Plymouth Rock
sdickinson@plymouthrock.com

Christopher French
Vermont Mutual
cfrench@vermontmutual.com

Kendra Cote
CGI Business Insurance
kcote@cgibusinessinsurance.com

Lynn Marcou
SAN Group
lynnm@sangroup.com

David Collins
SAN Group
davidc@sangroup.com

Debra Mochi, CPCU
The Richards Group
dmochi@therichardsgrp.com

Cara Scala, ACSR, AAI
Big I NH –Staff liaison
cara@biginh.com

All classes are held at

*BIG I NH Headquarters, **6 Garvins Falls Road**, Concord, NH.
Classes are taught by Judy Durst, Director of Education, unless
otherwise indicated.*

A few things to keep in mind....

Classes are available in-person and virtually.

Lunch is on your own.

Several ways to register:

- Print the universal registration form found on the next page, complete it and email to Judy Durst at judy@biginh.com
- Call our office to register
- Register on-line through our website (www.biginh.com)

Please dress comfortably and bring a sweater

A \$25 fee will be charged for cancellations received prior to the Friday immediately before the class. **NO REFUNDS AFTER THE FRIDAY IMMEDIATELY BEFORE THE WEEK OF THE CLASS – NO EXCEPTIONS.**

We invite all registrants to advise us of any disability and any requests for accommodation to that disability. Your request should be submitted to us at least two weeks prior to the program

Have an idea for a class? Let us know! Contact Judy or education committee members!

Other Education options include: Self Study courses, One hour webinars (live and recorded), or our education department can come to you!

E & O webinars (live and recorded)

OUR OWN COMMERCIAL INSURANCE ADVANCED STUDIES DESIGNATION!

OUR OWN PERSONAL LINES INSURANCE ADVANCED STUDIES DESIGNATION!

If you have any questions, please contact

Judy Durst, Director of Education

603-224-3965 or judy@biginh.com



STUDENT INFORMATION

Name: _____ NPN #: _____
Agency/Company: _____
Address: _____
Street Address City ST Zip Code
Work Phone: _____ Fax: _____ Email: _____

COURSE INFORMATION

Course Name: _____ Course Date: _____ Class Fee: _____
Course Name: _____ Course Date: _____ Class Fee: _____
Course Name: _____ Course Date: _____ Class Fee: _____
Course Name: _____ Course Date: _____ Class Fee: _____
Attending: _____ **In Person** _____ **Virtual** _____ **Total Amount Due:** _____
Book mailing address: _____

PAYMENT METHOD

Check Enclosed: _____ Bill Agency (BIG I NH members only): _____
Credit Cards Accepted: VISA _____ MasterCard _____ Discover _____ AMEX _____
Credit Card Number:
Card Expiration Date: _____ V Code (security code): _____
(Found on the back of your credit card - last 3 digits on the signature line.)
Name of Cardholder: _____ Billing Zip Code: _____
Signature: _____

Please Return Registration To: BIG I New Hampshire
6 Garvins Falls Road, Concord, NH 03301

Questions?: 603-224-3965 Fax: 603-224-0550 www.biginh.com judy@biginh.com

Cancellation Policy:

Cancellation fee of \$25 per day will be assessed for all cancellations. No Refunds within 7 days before the class.

ACSR Program – 2023 Class Listing – Revised on 12/20/22		
Classes will be available virtually and in our classroom.		
Course Name	Date	Date
ACSR 1 – Homeowners 2011	January 19, 2023	May 25, 2023
ACSR 2 – Personal Automobile	February 2, 2023	June 15, 2023
ACSR 3 – Personal Lines Related Coverages	March 9, 2023	August 17, 2023
ACSR 4 – Errors & Omissions	February 9, 2023	May 31, 2023
ACSR 5 – Professional Development	April 20, 2023	October 12, 2023
ACSR 6 – Commercial Property	January 12, 2023	May 9, 2023
ACSR 7 – Commercial General Liability	February 23, 2023	June 6, 2023
ACSR 8 – Commercial Auto and Garage	March 15, 2023	August 10, 2023
ACSR 9 – Commercial Lines Related Coverages	April 27, 2023	September 7, 2023

The Institute has indicated they will be changing the ACSR program as well during 2023. No rollout day has been announced.

AAI Program – 2023 Class Listing	
Classes will be available virtually and in our classroom.	
Course Name	Date
AAI 301 A class utilizing 81A – Principles of Insurance textbook	April 25, 2023
AAI 301 B class utilizing 83A – Principles of Agency Management textbook	May 24, 2023
AAI 302 A class utilizing 83B – Insurance Production Environment textbook	June 13, 2023
AAI 302 B class utilizing 83C – Agency Management Tools & Processes textbook	August 15, 2023
AAI 303 A class utilizing 81B – Personal Insurance textbook	September 6, 2023
AAI 303 B class utilizing 81C – Commercial Property Insurance textbook	October 11, 2023
AAI 303 C class utilizing 82A – Commercial Liability Insurance textbook	November 15, 2023
AAI 303 D class utilizing 82B – Other Commercial Insurance textbook	December 6, 2023

Please see the attached article entitled “The NEW Accredited Advisor in Insurance (AAI) Program for 2023”

For more information, please call Judy Durst @ 603-224-3965 or email her at judy@BigINH.com.
BIG I New Hampshire, 6 Garvins Falls Road, Concord, NH 03301

Super CE Saturday 2023			
January 21, 2023 (Virtual only)	April 29, 2023 (Virtual & In-Person)	June 10, 2023 (Virtual only)	October 28, 2023 (Virtual & In-Person)

P & C Pre-licensing Review Courses During 2023
Classes will be available virtually and in our classroom.
Date (Class is a 4-day program plus additional day for review)
January 23, 24, 25, 26 and Optional Virtual Review on January 27, 2023
March 20, 21, 22, 23 and Optional Virtual Review on March 24, 2023
May 15, 16, 17, 18 and Optional Virtual Review on May 19, 2023
July 24, 25, 26, 27 and Optional Virtual Review on July 28, 2023
September 11, 12, 13, 14 and Optional Virtual Review on September 15, 2023
November 6, 7, 8, 9 and Optional Virtual Review on November 10, 2023

Life, Accident, & Health Pre-licensing Review Courses During 2023
Classes will be available virtually and in our classroom.
Date (Class is a 3-day program)
May 1, 2, & 3, 2023
October 2, 3, & 4, 2023

Professional Development Days
April 4, 2023 – Virtually only
April 6, 2023 – Virtually only
<i>April 11, 2023 – Virtual and In-Person at Derryfield Country Club, Manchester, NH</i>

For more information, please call Judy Durst @ 603-224-3965 or email her at judy@BiglNH.com.
Big I New Hampshire, 6 Garvins Falls Road, Concord, NH 03301

Insurcomm Sponsored classes – Temporarily held at NHAIA Headquarters, 6 Garvins Falls Road, Concord, NH – Register with NHAIA for classes held before July 2023. Classes & registrations will be handled by Insurcomm after July.	
Course	Date
Ethics – Honesty & Integrity	January 6, 2023
E&O CGL Gaps + How to Fill Them	February 3, 2023
Certificates of Insurance or How I Got a Job in the Prison Laundry	March 3, 2023
Ethics in Action	April 7, 2023
All You Ever Wanted to Know About Condos	May 5, 2023
A Plethora of Personal Lines	June 2, 2023
New Exposures Facing Businesses Today	July 14, 2023
E&O, BAP, WC, & Umbrella Gaps + How to Fill Them	August 4, 2023
Ethics	September 8, 2023
Personal Auto Issues	October 6, 2023
Ordinance or Law and Other Mysteries	November 3, 2023
Common Personal Lines Endorsements	December 1, 2023

For more information, please call Judy Durst @ 603-224-3965 or email her at judy@BigINH.com.

Big I New Hampshire, 6 Garvins Falls Road, Concord, NH 03301

Education Calendar 2023

January 2023			
1/5/2023 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83	CIAS CLASS! Additional Insureds Topic of the Month 3 CE hours in NH for Producers Course # 482780	This three hour program will review the various types of risk transfers, additional insured endorsements available as well as certificates of insurance.	Big I NH Classroom or Virtual
1/5/2023 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83	CIAS CLASS! Commercial General Liability Exclusions and Endorsements 3 CE hours in NH for Producers Course # 485648	Let's take a three hour tour of the CGL form exclusions and look at some of the endorsements that are available to modify the form either to add coverage for an exclusion or to modify the policy to meet your insured's needs.	Big I NH Classroom or Virtual
1/6/2023 - 9 am - Noon Class sponsored by and held at Insurcomm in Portsmouth Cost is \$25 and includes lunch. Register through Insurcomm website	Ethics - Honesty & Integrity Course # 481690 for NH Producers #483727 for NH Multi-Line Adjusters #24582 for ME Producers	This three hour Ethics approved program will review what ethics is and how it applies to the insurance industry as a whole. We will also look at honesty versus dishonesty including examples of some gray areas. The course will also include a review of the unfair trade practices laws in the states of NH, VT & ME. Finally, we will look at integrity. How important is it to your success and how a code of ethics can help.	Insurcomm Portsmouth, NH
1/12/2023 - 9 am - 4 pm Member cost: \$177 Non-Member cost: \$232	ACSR 6 - Commercial Property Insurance 7 CE approved for Producers in NH & VT 6 CE approved for Producers in ME Course # 10607 NH Prod; # ME17310 ME Prod; #26346 VT Prod;	This course will provide an analysis of the ISO Property forms identifying specific exclusions and endorsements. This course is designed for insurance agency producers and CSRs who want comprehensive training on the ISO Simplified Commercial Property Program. Students will cover: the major features of various property forms, basics of business income forms and options, cause of loss forms and important property conditions.	Big I NH Classroom or Virtual

1/19/2023 - 9 am - 4 pm Member cost: \$177 Non-Member cost: \$232	ACSR 1 - Homeowners 2011 Approved for 7 Producers CE in NH (Course #10604)& VT (Course # 26504) and 6 CE in ME (Course # 17300)	ACSR #1 provides a thorough analysis of the ISO HO 2011 policies, major homeowner endorsements and addresses how to handle difficult homeowner coverage problems you encounter in your agency. This seminar is designed for insurance agency CSRs who want comprehensive training on the ISO HO Program. Topics include: Eligibility requirements, specific Section 1 and 2 coverage features, exclusions and limitations, HO forms for tenants and condo owners and endorsements	Big I NH Classroom or Virtual
1/21/2023 - 9 am - 4 pm Member cost: \$308 (before 12/30/22) Member cost: \$333 (after 12/30/22) Non-Member cost: \$433	SUPER CE SATURDAY! 24 Producer CE in NH only 26 Multi-Line Adjuster CE in NH Both include 3 hours of Ethics approved courses Course # 476585 & 173423 NH Prod; #476586, 485437 & 16461 NH MLA	Unique opportunity for NH licensed individuals (Producer as well as Multi-Line Adjuster) to obtain all the CE they will need to renew their license in one day. Only approved in the State of NH Topics include Homeowners Insurance Coverage & Insurance Ethics & Consumer Protection. Multi-Line adjusters will also be required to take Claim Basics	Virtual only
1/23, 24, 25 & 26, 2023 with Optional Review session on 1/27/23 9 am - 4 pm Daily Member cost: \$265 On or Before 1/6/23) Member cost: \$290 (After 1/6/23) Non-Member cost: \$415	P & C Pre-licensing Review Class with Optional Virtual Review NO CE credits are allowed for this class	4-day class to prepare for the P&C Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class. An optional half-day review session is available on day 5.	Big I NH Classroom or Virtual
1/31/2023 - 9 am - Noon Member: \$58 Non-Member: \$83	Ethics 3 Ethics Approved CE for Producers in NH, VT & ME and 3 Ethics Approved CE for Multi-Line Adjusters in NH Course # 468273 NH Prod; # 468274 NH MLA; Course # 22188 VT Prod; Course #14306 ME Prod	This three hour class will provide the student with the basics of Ethics. The topics discussed will include: ethics and the insurance industry, ethics and the law, the Unfair Trade Practices Act, ethics and the insurance producer, and ethics and the insurance company. The final portion of the class will include a "check-up" of our own ethical conduct.	Big I NH Classroom or Virtual

February 2023			
2/2/2023 - 9 am - 4 pm Member cost: \$177 Non-member cost: \$232	ACSR 2 - Personal Auto Approved for 7 Producer CE in NH (Course # 10605) and 6 Producer CE in VT (Course #26316) and ME (Course #17324)	ACSR #2 provides a thorough analysis of the Personal Automobile Policy and many important endorsements. Practical personal lines account handling is emphasized throughout the course, as students learn to design coverages to meet the unique needs of each customer. This course is designed for CSR's and other agency personnel involved in the personal lines sales and service process who require comprehensive training or review of the Personal Automobile Policy.	Big I NH Classroom or Virtual
2/3/2023 - 9 am - Noon Class sponsored by and held at Insurcomm in Portsmouth Cost is \$25 and includes lunch. Register through Insurcomm website	E & O Roadmap to CGL Coverage Gaps and How to Fill Them 3 CE approved for Producers in NH & ME and Multi-Line Adjusters in NH Course # 483301 NH Prod; #483601 NH MLA; # 25470 ME Prod	This course is designed to help insurance producers recognize & help correct the gaps that can occur in General Liability policies. It also includes information on an insurance professional's legal duties. This three hour class is jam packed with information you can use on a daily basis.	Insurcomm Portsmouth, NH
2/9/2023 - 9 am - 4 pm Member cost: \$177 Non-member cost: \$232	ACSR 4 - E & O Loss Control 7 Producer CE approved for NH & VT; 6 Producer CE approved for ME Course # 10630 NH Prod; #26505 VT Prod; 17307 ME Prod	One of the two core classes to attain your ACSR designation. This class includes a review of Agents Errors & Omissions exposures and includes tips to assist in setting up a defense in advance.	Big I NH Classroom or Virtual

<p>2/14/2023 - 9 am - Noon</p> <p>Member cost: \$58</p> <p>Non-Member cost: \$83</p>	<p>(PLIAS CLASS!) E & O Roadmap to Homeowners (PLIAS) Part 1 - The Beginning</p> <p>Approved for 3 NH Producer CE</p> <p>PLIAS = Personal Lines Insurance Advanced Studies Designation</p> <p>Course # 6000112476</p>	<p>This is the first 3 hours of a 6 hour class. The purpose of this course is to take a deep dive into the ISO HO forms to see how coverage applies for home owners in today's marketplace. We'll look at the importance of eligibility requirements and proper wording of the named insured, as well as valuation and knowing how the policy responds to loss in differing situations. We will also look at alternative policy language and how it is used to modify coverage to fit the insurers' varying risk appetites.</p>	<p>Big I NH Classroom or Virtual</p>
<p>2/14/2023 - 1 pm - 4 pm</p> <p>Member cost: \$58</p> <p>Non-Member cost: \$83</p>	<p>(PLIAS CLASS!) E & O Roadmap to Homeowners (PLIAS) Part 1 - The Rest of the Story</p> <p>Approved for 4 NH Producer CE</p> <p>PLIAS = Personal Lines Insurance Advanced Studies Designation</p> <p>Course # 6000112474</p>	<p>This is the second 3 hours of a 6 hour class. The purpose of this course is to take a deep dive into the ISO HO forms to see how coverage applies for home owners in today's marketplace. We'll look at the importance of eligibility requirements and proper wording of the named insured, as well as valuation and knowing how the policy responds to loss in differing situations. We will also look at alternative policy language and how it is used to modify coverage to fit the insurers' varying risk appetites.</p>	<p>Big I NH Classroom or Virtual</p>
<p>2/15/2023 - 8:30 am - 4:15 pm</p> <p>Member cost: \$175.00</p> <p>Non-member cost: \$275.00</p>	<p>CRIS - Part 1 (Was previously known as Part 2)</p> <p>Commercial Liability Insurance for Contractors</p> <p>Approved for 7 CE for Producers in NH, Approved for 7 CE for Multi-Line Adjusters in NH</p> <p>Course # 466223 NH Prod; #466224 NH MLA;</p>	<p>This course provides a general overview of standard commercial general liability insurance and umbrella liability insurance, with specific attention to provisions that most affect coverage or create problems for some or all contractors. It covers elements required to trigger coverage, application of standard policy exclusions, and various standard endorsements, all within a construction context. Suggestions for modifying coverage to address potential coverage gaps and other problematic provisions are provided where appropriate.</p>	<p>Zoom Class</p>

2/23/2023 - 9 am - 4 pm Member cost: \$177 Non-Member cost: \$232	ACSR 7 - Commercial General Liability Approved for 7 Producer CE in NH & VT; Approved for 6 Producer CE in ME Course # 10608 NH Prod; # 26509 VT Prod; # ME17316 ME Prod.	This full day course is designed to introduce the student to the ISO Commercial General Liability policy. It will also include a review of some of the most commonly used endorsements	Big I NH Classroom or Virtual
2/28/2023 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83	Ethics - Honesty & Integrity Approved for 3 Ethics approved CE for NH Producers Course # 481690; NH Multi-Line Adjusters Course # 483727; VT Producers Course # 29912; ME Producers Course # 24582	This three hour Ethics approved program will review what ethics is and how it applies to the insurance industry as a whole. We will also look at honesty versus dishonesty including examples of some gray areas. The course will also include a review of the unfair trade practices laws in the states of NH, VT & ME. Finally, we will look at integrity. How important is it to your success and how a code of ethics can help.	Big I NH Classroom or Virtual

March 2023			
3/1/2023 - 9 am - 4 pm Member cost: \$150 Non-member cost: \$250 Does not include cost of exam offered by The Institutes	AAI 301 B Using Text from AAI 83A - Principles of Agency Management Approved for 8 CE for Producers in NH Course # 20554; ME Course # 24354; VT Course #27802	Topics covered in this program include Agency formation and environment; Organizational Management; Agency Management; and Personal Production Plans	Big I NH Classroom or Virtual
3/3/2023 - 9 am - Noon Class sponsored by and held at Insurcomm in Portsmouth Cost is \$25 and includes lunch. Register through Insurcomm website	Certificates of Insurance or How I Got a Job in the Prison Laundry Approved for 3 CE credits for NH Producers Course # 465887; 3 CE credits for NH Multi-Line Adjusters Course # 465486; 3 CE credits in ME Course # 24242	What is a certificate of insurance? This course will review the purpose of certificates, contractual insurance requirements, additional insureds, ACORD forms available, statutes and regulations regarding certificates as well as potential E & O problems. A must class for anyone dealing with certificates	Sponsored by Insurcomm but held at Big I NH classroom
3/7/2023 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83	(CIAS CLASS!) All You Ever Wanted to Know About Condos 3 Producer CE Approved in NH & ME 3 Multi-Line Adjuster CE Approved in NH Course # 483197 NH Prod; #483198 NH MLA; #25210 ME Prod	This class focuses on both personal and commercial condos, including: the definition of a condo, form and endorsement review, flood issues, sample documentation, a case study and E & O issues unique to condo exposures.	Big I NH Classroom or Virtual
3/7/2023 -1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83	(CIAS CLASS!) Advanced Property Coverage Forms 3 Producer CE Approved in NH Course # 485483 NH Prod	This class will include a review of some of the other Commercial Property forms you may or may not be aware of. We'll go over the need for the Commercial Property Builders' Risk form (versus the Inland Marine form we normally use); Commercial Property Legal Liability form; Commercial Property Leasehold Interest form; Commercial Property Condominium Association form and finally the Commercial Property Condominium Unit Owners form.	Big I NH Classroom or Virtual

3/9/2023 - 9 am - 4 pm Member cost: \$177 Non-Member cost: \$232	ACSR 3 - Personal Lines Related Coverages Approved for 7 Producer CE in NH Course #10606; 6 Producer CE in ME Course # ME 17329 & VT Course # 26317	A review of personal lines coverages other than HO and PAP such as Dwelling policies, Mobile homes, Inland Marine, Boats, Flood, FAIR Plans, and Umbrellas.	Big I NH Classroom or Virtual
3/15/2023 - 9 am - 4 pm Member cost: \$177 Non-member cost: \$232	ACSR 8 - Commercial Auto Approved for 7 CE hours for Producers in NH & VT; 6 CE hours for Producers in ME; 7 CE hours for MLA in NH Course # 10609 for NH Prod; # 26507 for VT Prod; # ME17319 for ME Prod; # 19512 for NH MLA	This full day course is designed to introduce the student to the most commonly used auto coverage forms such as the Business Auto, Auto Dealer & Motor Carrier forms as well as endorsements available to modify coverage.	Big I NH Classroom or Virtual
3/20 through 3/24/2023 9 am - 4 pm daily Member cost: \$265 (before 3/3/23) Member cost: \$290 (after 3/3/23) Non-Member cost: \$415	P & C Pre-licensing Review Class with Optional Virtual Review NO CE credits are allowed for this class	4-day class to prepare for the P&C Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class. There is a fifth day that is a half-day virtual review session and is optional.	Big I NH Classroom or Virtual
3/29/2023 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83	Ethics vs Morals - Difference? Approved for 3 Ethics Producer CE in NH course # 480446; ME CE course # 23886; VT CE course # 29243	This three hour ethics course was one of the topics developed for our Professional Development Days in May of 2016. It includes a discussion about whether a decision you may need to make is an ethical or a moral dilemma. Tools to help make that distinction will be included.	Big I NH Classroom or Virtual

3/29/2023 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83	FEMA Flood Class including Risk Rating 2.0 Approved for 3 CE for Producers in NH, ME & VT Course # 18151 NH Prod; # 25325 VT Prod; # 21858 ME Prod	This three-hour class meets FEMA Flood Class requirement for newly licensed individuals and also includes updates in an ever-evolving program for the seasoned individual. Come learn about the ins and outs of the NFIP as well as private flood insurance. It also includes a review of the latest changes to the program, including Risk Rating 2.0	Big I NH Classroom or Virtual
3/30/2023 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83	(PLIAS CLASS!) E & O Roadmap to Personal Auto - The Beginning Approved for 3 CE credits for Producers in NH Producer Course # 6000066600	Part of the Personal Lines Insurance Advanced Studies Designation, this is the first 3 hours of a 6 hour course. The purpose of the 6 hour course is to take a deep dive into the ISO PAP and Umbrella forms. This first part will review the history of the PAP, eligibility, policy forms as well as a review of Coverages A (Liability), B (Medical Payments), C (Uninsured Motorists) and D (Damage to Your Auto).	Big I NH Classroom or Virtual
3/30/2023 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83	(PLIAS CLASS!) E & O Roadmap to Personal Auto - The Rest of the Story Approved for 3 Producer CE in NH - Producer Course # 6000066585	Part of the Personal Lines Insurance Advanced Studies Designation, this is the last 3 hours of a 6 hour course. The purpose of the 6 hour course is to take a deep dive into the ISO PAP and Umbrella forms. This last part will recap the first 3 hours, review the conditions of the PAP, endorsements that can be added to the PAP as well as a review of the Personal Umbrella policy.	Big I NH Classroom or Virtual

April 2023			
4/4/2023 - 9 am - 4 pm Virtual Only.	Professional Development Day Virtual only! 6 CE credits will be applied for in NH, ME & VT	Six 1-hour programs for you to choose from. Attend them all or just some of them. Each session will be applied for 1 CE credit. Topics To Be Determined MARK YOUR CALENDAR! MORE INFO TO FOLLOW!	Virtual Only!
4/6/2023 - 9 am - 4 pm Virtual Only.	Professional Development Day Virtual only! 6 CE credits will be applied for in NH, ME & VT	Six 1-hour programs for you to choose from. Attend them all or just some of them. Each session will be applied for 1 CE credit. Topics To Be Determined. MARK YOUR CALENDAR! MORE INFO TO FOLLOW!	Virtual Only!
4/7/2023 - 9 am - Noon Class sponsored by and held at Insurcomm in Portsmouth Cost is \$25 and includes lunch. Register through Insurcomm website	Ethics in Action Approved for 3 Ethics CE for Producers in NH, ME & VT; Approved for 3 Ethics CE for Multi-Line Adjusters in NH Course # 480444 NH Prod; #485438 NH MLA; #29241 VT Prod; #23884 ME Prod	This program will review how we use ethical decision making in our everyday lives. Lots of examples and case studies will be reviewed with the group.	Sponsored by Insurcomm but held at Big I NH classroom
4/11/2023 - 9 am - 4 pm In-Person at Derryfield Country Club, Manchester & Virtually	Professional Development Day In-Person at Derryfield Country Club in Manchester & Virtually Will apply for 6 CE hours in NH, VT & ME	Traditional Professional Development Day with two 3-hour programs, breakfast and lunch, if you attend in person! The topics are TBD. MARK YOUR CALENDAR! MORE INFO TO FOLLOW!	Derryfield Country Club, Manchester & VIRTUALLY

<p>4/18/2023 - 8:30 am - 4:15 pm</p> <p>Member cost: \$175.00</p> <p>Non-member cost: \$275.00</p>	<p>CRIS 2 - (was previously known as CRIS 3) Contractual Risk Transfer in Construction</p> <p>7 Prod & Multi-Line Adj CE in NH.</p> <p>Course # 466225 for NH Prod; # 466226 for NH MLA</p>	<p>This course reviews the ways in which risk is allocated in construction contracts. In addition to a technical review of the types of techniques available, this course examines strategies for maximizing the effectiveness of risk transfers in construction contracts. Topics include indemnification provisions, waivers of subrogation, and limitations of liability, insurance requirements, and some of the key areas of risk allocation in standard construction contracts. Tips for writing and negotiating fair and effective insurance requirements are provided where appropriate, as well as for verifying compliance with these requirements.</p>	<p>Zoom Class</p>
<p>4/20/2023 - 9 am - 4 pm</p> <p>Member cost: \$177</p> <p>Non-member cost: \$232</p>	<p>ACSR 5 - Professional Development</p> <p>7 Producer CE Approved in NH & VT; 6 Producer CE Approved in ME</p> <p>Course # 468458 NH Prod; # 26506 VT Prod; # 17304 ME Prod</p>	<p>This full day program will review customer service and its impact, professional image and office image, professional communication, account management, and company relations. This is one of my favorite classes!</p>	<p>Big I NH Classroom or Virtual</p>
<p>4/25/2023 - 9 am - 4 pm</p> <p>Member cost: \$150</p> <p>Non-Member cost: \$250</p> <p>Does not include cost of exam offered by The Institutes</p>	<p>AAI 301 A using AAI 81 A - Principles of Insurance textbook</p> <p>6 CE Approved for Producers NH, VT & ME and 6 CE Approved for Multi Line Adjuster in NH.</p> <p>Course # 19496 NH Prod; # 19497 NH MLA; #27796 VT Prod; #24348 ME Prod</p>	<p>This full-day course reviews insurance and the legal system, risk management and the producer, and sales and account development.</p>	<p>Big I NH Classroom or Virtual</p>
<p>4/27/2023 - 9 am - 4 pm</p> <p>Member cost: \$177</p> <p>Non-member cost: \$232</p>	<p>ACSR 9 - Commercial Lines Related Coverages</p> <p>Approved for 7 Producer CE in NH & VT; 6 Producer CE in ME; 7 MLA CE in NH</p> <p>Course # 10511 for NH Prod; # 26508 for VT Prod; # ME17334 for ME Prod; # 19519 for NH MLA</p>	<p>This full day course will include a review of Workers' Compensation, Businessowners, Commercial Crime, Surety Bonds, Marine, and Commercial Umbrella coverages.</p>	<p>Big I NH Classroom or Virtual</p>

<p>4/29/2023 - 9 am - 4 pm</p> <p>Member cost: \$308 early bird before 4/7/23</p> <p>Member cost: \$333 after 4/7/23</p> <p>Non-member cost: \$433</p>	<p>SUPER CE SATURDAY!</p> <p>Underwriting Basics</p> <p>Approved for 21 Producer CE in NH (Course # 24593); 15 Multi-Line Adjuster CE in NH (Course # 16404)</p> <p>Legal Concepts & Doctrines</p> <p>Approved for 3 Ethics & 8 General Producer CE in NH (Course # 20222); 3 Ethics & 8 General Multi-Line Adjuster CE in NH (Course #20223)</p>	<p>Unique opportunity for NH licensed individuals (Producer as well as Multi-Line Adjuster) to obtain all the CE they will need to renew their license in one day.</p> <p>Only approved in the State of NH</p> <p>Topics include Underwriting Basics and Legal Concepts & Doctrines</p>	<p>Big I NH Classroom or Virtual</p>
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The “NEW” Accredited Advisor in Insurance (AAI) Program for 2023

Beginning in 2023, The Institutes will be changing the AAI program to online training only with a reduction in number of courses and CE credits available. To obtain CE credits, students need to take an online exam - just taking the online class will not provide any CE credits. Despite this change, The Institutes have indicated that they are willing to allow us to continue to provide traditional (in-person and virtual) classes using the current materials and the new online exams.

The information provided in the current AAI program (AAI 81A - C, 82A - C & 83A - C) is excellent material. We can have the best of both worlds, especially for those who do not like online course materials only or do not want to pursue the designation but want to take advantage of the excellent knowledge.

Here is a comparison of what will be available to you in 2023:

<u>INSTITUTES ONLINE COURSE & ONLINE EXAM</u>	<u>IN PERSON/LIVE VIRTUAL CLASSES THROUGH BIG I NH & ONLINE EXAM</u>
AAI 301 – Becoming a Successful Insurance Agent 7 General CE available if you pass the exam Cost: \$520.00 *	<u>AAI 301 A class</u> utilizing AAI 81A text = 6 CE credits available for attending the class. Cost: \$150 including CE <u>AAI 301 B class</u> utilizing AAI 83A text = 8 CE credits available for attending the class. Cost: \$150 including CE AAI 301 Exam (including information from both classes) can be taken online to attain designation at cost of exam: \$255 *
AAI 302 – Growing A Book of Business 3 General CE available if you pass the exam Cost: \$520.00 *	<u>AAI 302 A class</u> utilizing AAI 83B text = 8 CE credits available for attending the class. Cost: \$150 including CE <u>AAI 302 B class</u> utilizing AAI 83C text = 6 CE credits available for attending the class. Costing: \$150 including CE AAI 302 Exam (including information from both classes) can be taken online to attain designation at cost of exam: \$255 *
AAI 303 – Understanding Coverage Solutions	This course is broken into four parts. <u>AAI 303 A class</u> utilizing AAI 81B text = 6 CE credits available for attending the class.

10 General CE available if you pass the exam Cost: \$520.00*	Cost: \$150 including CE <u>AAI 303 B class</u> utilizing AAI 81C text = 6 CE credits available for attending the class. Cost: \$150 including CE <u>AAI 303 C class</u> utilizing AAI 82A text = 8 CE credits available for attending the class. Cost: \$150 including CE <u>AAI 303 D class</u> utilizing AAI 82B text = 8 CE credits available for attending the class. Cost: \$150 including CE AAI 303 Exam (including information from all four classes) can be taken online to attain designation at cost of exam: \$255 *

*\$80 discount if you register for the exam prior to the opening of the exam window. The exams are no longer available at any time during the year.

EXAM WINDOWS

January 15 – March 15

April 15 – June 15

July 15 – September 15

October 15 – December 15

BENEFITS OF USING BIG “I” NH

- Use of Live Instructor (Judy Durst).
- Available in person or virtual.
- Also available as a recorded class.
- Ability to obtain CE credits for the material without the need to take the exam.
- Total CE available: 56 hours versus 20 hours through The Institutes.
- Utilizing Big “I” NH is the only way to obtain CE without taking the exam.
- No need to pay for the exam if you are not working towards the designation.

QUICK COMPARISON OF THE TWO PROGRAMS:

81 A – Principles of Insurance (AAI 301 A)

81 B – Personal Insurance (AAI 303 A)

81 C – Commercial Property (AAI 303 B)

82 A – Commercial Liability Insurance (AAI 303 C)

82 B – Other Commercial Insurance (AAI 303 D)

82 C – Specialized Insurance and Bonds (not included in new AAI program)

83 A – Principles of Agency Management (AAI 301 B)

83 B – The insurance Production Environment (AAI 302 A)

83 C – Agency Management Tools & Processes (AAI 302 B)