



## JAMES K. RUBLE GRADUATE SEMINAR

MAY 19-21, 2010

20 WI CE Credits (4 of 20 are optional Ethics)

MARRIOTT MADISON WEST – MIDDLETON, WI  
608-831-2000  
\$107 single/double PIA Room Rate through 4/19/10  
[Use this link for online reservations](#)

[Click Here - CIC Page & Registration Options.](#)

### WEDNESDAY, MAY 19

7:30 a.m. - 8:00 a.m.

Registration & Continental Breakfast

8:00 a.m. - 12:00 p.m.

Section 1

Workers Compensation Issues

Maureen Gallagher, CIC, CRM, LIC, RPLU, CWCP, CWCA, CILMA, CRIS  
Neace Lukens – Southfield, MI

12:00 p.m. - 1:15 p.m.

Lunch - on your own

1:15 p.m. - 5:15 p.m.

Section 2

Insuring Complex Property Accounts

Maureen Gallagher, CIC, CRM, LIC, RPLU, CWCP, CWCA, CILMA, CRIS

### THURSDAY, MAY 20

7:30 a.m. - 8:00 a.m.

Continental Breakfast

#### **Section 3 & 4 are Concurrent Topics - You Will Be Asked To Choose One**

8:00 a.m. - 12:00 p.m.

Section 3

How to Avoid Bad Hiring Decisions

Kenneth Fields, CIC, CPCU, CLU, ChFC, MSM  
Sate Auto Insurance Company - Columbus, OH

8:00 a.m. - 12:00 p.m.

Section 4

Ethics in the Real World: Back Seat, Not Ivory Tower

Chris Amrhein, AAI  
Amrhein and Associates, Inc. - Lorton, VA

12:00 p.m. - 1:15 p.m.

Lunch - On Your Own

#### **Section 5 & 6 are Concurrent Topics – You Will Be Asked To Choose One**

1:15 p.m. - 5:15 p.m.

Section 5

Six Ways to Get Sued and How to Avoid Them

Chris Amrhein, AAI

1:15 p.m. - 5:15 p.m.

Section 6

How to Recruit & Train Your Very Own Super Producer

Kenneth Fields, CIC, CPCU, CLU, ChFC, MSM

### FRIDAY, MAY 21

7:30 a.m. - 8:00 a.m.

Continental Breakfast

8:15 a.m. - 12:15 p.m.

Section 7

Advanced Time Elements

John Dismukes, CIC, CPCU, AAI, AIS  
Dismukes Training & Consulting - Tulsa, OK

12:15 p.m.

Adjournment