



# INSURANCE EDUCATION FOR NEW HIRES

## Commercial Lines – January 12-15, 2009

*PIA is excited to introduce this new school.  
Designed for those who are new to the world of insurance.  
No CE credit.*

**Hosted at General Casualty Insurance Company / Sun Prairie**

8:00 a.m. – 5:00 p.m.

**Instructors:**

**John Dismukes, CIC, CPCU, AAI, AIS**

Dismukes Training & Consulting, OK

**Kurt Knauff, CIC, CPCU, ARM, AU**

General Casualty Insurance, WI

**Angie Heavener, CIC, CPIA**

Insurance Training Plus, MO

**Day 1** Selling Skills, Communications Skills, Time Management,

Dealing with Underwriters/Building Relationships,

The Art of Negotiating, Quality Customer Service,

How to Focus on Success

**Day 2** Commercial Property, Time Element

**Day 3** Inland Marine, CGL

**Day 4** Business Auto, Work Comp, Umbrella

**LaQuinta Inn & Suites, 10 miles from General Casualty**

**608-245-0123 – \$81.00 rate**

**\$395 PIAW members**

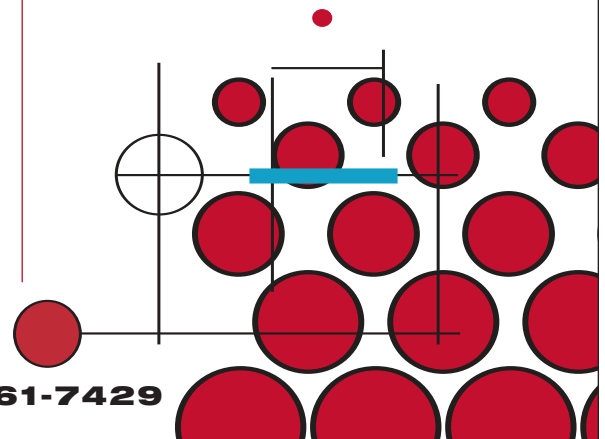
**\$475 non members**

*Meals and accommodations not included in registration fee.*

***Class size is limited,  
please register today.***

**3 day Personal Lines School will be offered in  
spring/summer 2009 in the Milwaukee area.**

**Register at [www.piaw.org](http://www.piaw.org) or call 800-261-7429**



## ***New Hire School – January 12-15, 2009***

Please only one registration form per individual.

[ ] \$395 Member    [ ] \$475 Non Member    \$ \_\_\_\_\_ Total    *Meals and accommodations not included in registration fee.*

Full Name \_\_\_\_\_ Nick Name \_\_\_\_\_

Address \_\_\_\_\_

Agency/Co. \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_ After Hours (\_\_\_\_) \_\_\_\_\_

Fax (\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_

Return form and payment to:  
PIA of WI • 6401 Odana Rd. • Madison • WI 53719  
800-261-7429 • Fax (608) 274-8195  
Register online: [www.piaw.org](http://www.piaw.org)

MC \_\_\_\_\_ Visa \_\_\_\_\_

Card No. \_\_\_\_\_

Exp. Date \_\_\_\_\_

*Confirmation and directions emailed upon receipt.*