<table>
<thead>
<tr>
<th>Event Description</th>
<th>Date(s)</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>CISR Insuring Commercial Property</td>
<td>January 28</td>
<td>Milwaukee</td>
</tr>
<tr>
<td>CIC Graduate Ruble</td>
<td>January 29-30</td>
<td>Milwaukee</td>
</tr>
<tr>
<td>11th Annual PIA Winter Get-Away</td>
<td>February 5-7</td>
<td>Minocqua</td>
</tr>
<tr>
<td>CISR Personal Lines Miscellaneous</td>
<td>February 19</td>
<td>Green Bay</td>
</tr>
<tr>
<td>March 11-13</td>
<td>Green Bay</td>
<td></td>
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<tr>
<td>March 25</td>
<td>Madison</td>
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<tr>
<td>April 22-24</td>
<td>West Bend</td>
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<tr>
<td>May 6</td>
<td>West Bend</td>
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<tr>
<td>May 7</td>
<td>Appleton</td>
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<tr>
<td>May 14-15</td>
<td>Sun Prairie</td>
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<tr>
<td>May 20</td>
<td>Rothschild</td>
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<tr>
<td>May 21</td>
<td>Green Bay</td>
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<tr>
<td>June 10</td>
<td>Waukesha</td>
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<tr>
<td>June 23</td>
<td>Eau Claire</td>
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<tr>
<td>June 24-26</td>
<td>Eau Claire</td>
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<tr>
<td>August 5</td>
<td>Rothschild</td>
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<tr>
<td>August 11</td>
<td>Madison</td>
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<tr>
<td>August 12</td>
<td>West Bend</td>
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</tr>
</tbody>
</table>

CISR Agency Operations (7 WI CE)                        | August 19        | Appleton |
CIC Commercial Casualty (16 WI CE)                      | August 19-21     | Appleton |
CISR Agency Operations (7 WI CE)                        | September 15     | Waukesha |
CISR Commercial Property (16 WI CE)                     | September 16-18  | West Bend|
CPIA 3 Sustain Success (7 WI CE)                        | October 7        | Green Bay|
Engage 2020 – A New Convention                          | October 7-8      | Green Bay|
CIC Graduate Ruble (16 WI CE, 4 optional Ethics)        | October 21-22    | Appleton |
CISR Commercial Casualty 2 (7 WI CE)                    | October 28       | Rothschild|
CISR Commercial Property (7 WI CE)                      | October 29       | Tomah    |
CRM Principles of Risk (16 WI CE)                        | November 4-6     | Milwaukee|
CISR Commercial Casualty 1 (7 WI CE)                    | November 11      | Waukesha |
CISR Commercial Casualty 1 (7 WI CE)                    | November 12      | Madison |
CISR Commercial Casualty 1 (7 WI CE)                    | December 1       | Madison |
CIC Personal Lines (16 WI CE)                           | December 2-4     | Sun Prairie|

**All Programs Open To Anyone!**

*PIA members & non-members. No test or designation required.*
*(Except CIC Ruble Seminars - for dues paid designees only.)*

*Access all programs at [www.piaw.org](http://www.piaw.org)*
On-Line Education

Pre-Licensing: self-paced, 60 days to complete
CIC: 16 WI CE
CISR: 8 WI CE
William T. Hold Seminars - variety of topics: 4 WI CE
Ethics: 4 WI CE
Flood: 4 WI CE
Webinars: 3 WI CE. No exam. No proctor. Ethics monthly.

NEW EMPLOYEE EDUCATION (no CE)

New Employee Orientation
January 20 – March 6
February 17 – April 3
March 16 – May 1
April 20 – June 5
May 18 – July 3
June 15 – July 31
July 20 – September 3
August 17 – October 2
September 21 – November 6
October 19 – December 4
November 16 – January 8 Holiday Ext

Delivering Quality Service
February 17 – March 27
May 18 – June 26
August 17 – September 25

Personal Lines Coverage Basics
January 20 – February 28
March 16 – April 24
May 18 – June 26
July 20 – August 28
September 16 – October 30
November 16 – January 1 Holiday Ext

Commercial Lines Coverage Basics
February 17 – April 10
April 20 – June 12
June 15 – August 7
August 17 – October 9
October 19 – December 11

Utica Approved for the E&O Premium Discount
- Any CIC Update
- CIC Agency Management
- CISR Agency Operations
- Dynamics of Service
- Select PIAW Webinars
- PIAW E&O Seminars

Contact Heidi Hodel at PIA for details. 800-261-7429

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