



Commercial Lines New Producer Training 2017

Travelers is pleased to continue offering a Commercial Lines New Producer School. This training is designed to provide producers with a solid understanding of technical insurance concepts by utilizing a blended approach to learning.

Training objective

This comprehensive curriculum is designed to give producers a thorough understanding of insurance principles and key commercial lines of business. Participants also receive instruction on Travelers-specific products and services. The goal is to allow producers to complete this program with a strong sense of confidence and an ability to write more business in your agency.

Program components

Phase One consists of four, two-hour online instructor-led sessions. Each online session will address commercial coverages, including business auto, commercial general liability, commercial property and workers compensation. Each session ends with an assignment to be completed prior to attending the Phase Two classroom session. Attendance is mandatory for all online sessions.

Phase Two is eight days of classroom instruction held at a Travelers office. The classroom instructor will further examine coverages introduced in Phase One. Phase Two consists of discussions, exercises and other in-class activities. Sales training is not part of this school.

Phase Three includes a series of meetings between the course participant and his or her Travelers sponsor.

Who should attend

This training is designed for new commercial lines producers who have been licensed for six months or more.

Tuition

The \$3,500 tuition fee has been waived for the 2017 courses. Travel, lodging and meals are the responsibility of each participant.

Registration

To learn more about the Travelers Commercial Lines New Producer School, and to complete an application, please visit the Travelers AgentU home page at agents.travelers.com/AgentU/

	SPRING Richardson, TX	SUMMER Hunt Valley, MD	FALL Charlotte, NC	WINTER Hartford, CT
Phase One (Online):	April 17-21	May 30-June 2	Oct. 2-6	Nov. 16-21
Phase Two (Classroom):	April 25-May 4	June 6-15	Oct. 10-19	Nov. 28-Dec. 7
Phase Three (Field):	post May 8	post June 19	post Oct. 23	post Dec. 11

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The Travelers Indemnity Company and its property casualty affiliates. One Tower Square, Hartford, CT 06183

This material is for informational purposes only. All statements herein are subject to the provisions, exclusions and conditions of the applicable policy. For an actual description of all coverages, terms and conditions, refer to the insurance policy. Coverages are subject to individual insureds meeting our underwriting qualifications and to state availability.

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