

**Commercial Lines New Producer Training Course
2013 Agenda Regional Schools**

AGENDA - WEEK ONE		
DATE & TIME	TOPIC	INSTRUCTOR
<i>Monday</i> 8:00 – 9:00	Program Kick-Off, Introductions and Travelers Overview	Regional President & Mike Liay
9:00 – 12:00	Commercial Property	Mike Liay
1:00 – 4:00	Commercial Property	Mike Liay
4:30 – 6:30	<i>Welcome Reception</i>	Regional Personnel, Subject Matter Experts
<i>Tuesday</i> 8:00 – 4:00	Commercial Property	Mike Liay
<i>Wednesday</i> 8:00 – 9:00	Commercial Property Exam	Mike Liay
9:00 – 10:30	Crime Coverages	Mike Liay
10:30 – 12:00	Inland Marine Coverages	Mike Liay
1:00 - 2:00	Travelers Inland Marine	<i>Subject Matter Expert</i>
2:00 – 3:00	Equipment Breakdown	<i>Subject Matter Expert</i>
3:00 – 4:00	COPE/Peter Garden Center's ACORD Apps	Mike Liay
<i>Thursday</i> 8:00 – 11:00	Introduction to Professional Selling Skills	Chris Hart
11:00 – 4:00	Commercial General Liability	Chris Hart
<i>Friday</i> 8:00 – 4:00	Commercial General Liability	Chris Hart

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AGENDA - WEEK TWO		
DATE & TIME	TOPIC	INSTRUCTOR
<i>Monday</i> 8:00 – 4:00	Commercial General Liability	Chris Hart
<i>Tuesday</i> 8:00 – 9:30	Commercial General Liability & Exam	Chris Hart
9:30 – 4:00	Commercial Auto	Chris Hart
<i>Wednesday</i> 8:00 – 4:00	Commercial Auto	Chris Hart
<i>Thursday</i> 8:00 – 12:00	Commercial Auto & Exam	Chris Hart
1:00 – 4:00	Sales Workshop #2	Chris Hart & Region
<i>Friday</i> 8:00 – 4:00	Umbrella & Excess Liability Coverages & Exam	Chris Hart

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WEEK THREE		
DATE & TIME	TOPIC	INSTRUCTOR
<i>Monday,</i> 8:00 – 4:00	Worker's Compensation	Janet Lenore
<i>Tuesday,</i> 8:00 – 2:30	Worker's Compensation & Exam	Janet Lenore
2:30 – 4:00	Claim	<i>Subject Matter Expert</i>
<i>Wednesday,</i> 8:00 – 10:00	Sales Skills - Prospecting	Janet Lenore
10:00 – 11:00	Master Pac/ Pac Plus	<i>Subject Matter Expert</i>
11:00 - 12:00	Industry Edge	<i>Subject Matter Expert</i>
1:00 – 2:30	Risk Control	<i>Subject Matter Expert</i>
2:30 – 3:30	Management Liability	<i>Subject Matter Expert</i>
3:30 – 4:00	Preparation for final sales presentations	
<i>Thursday,</i> 8:00 – 9:00	Regional Outlook	Regional President
9:00 – 11:00	Agency Services	Regional Director
11:00 – 12:00	Jeopardy	Nancy Fitzgibbon & Janet Lenore
1:00 – 5:00	Sales Workshop #3 – Final sales presentations	Training & Regional Teams
5:00 – 8:00	<i>Graduation Dinner</i>	