

The Society of Certified Insurance Counselors

Agency Management

July 16-17, 2024 • Big I Michigan Webinar Event

Tuesday, July 16, 2024

7:45 AM – 8:00 AM

8:00 AM – 12:15 PM

12:15 PM – 1:15 PM

1:15 PM – 5:15 PM

5:15 PM – 5:30 PM

Section 1

Section 2

Join Webinar

Strategic Planning

LaToya Maddox

Lunch

Agency Talent Management

LaToya Maddox

Exam Briefing

Wednesday, July 17, 2024

7:45 AM – 8:00 AM

8:00 AM – 10:00 AM

10:00 AM – 12:00 PM

12:00 PM – 1:00 PM

1:00 PM – 2:00 PM

2:00 PM – 5:00 PM

Section 3

Section 4

Section 5

Join Webinar

Managing Agency Client Retention and Acquisition

Dave Walker

Managing Agency Technology Utilization

Dave Walker

Lunch

Managing Agency Technology Utilization (continued)

Dave Walker

Ethical Responsibility

Dave Walker

Faculty

LaToya Maddox, EMBA, CFP

David Walker, CIC, CRM, ARM, AAI, LIC, CAWC

Educational Consultant

Victor Puleo, Ph.D., CIC, CFP

Program Location

Big I Michigan

1141 Centennial Way

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