

Training Opportunities: April & May 2012



Now you can access webinars directly from this calendar!

Simply click on the course name under the Topic column and the webinar will launch automatically. The dial-in instructions will appear once you log into the webinar.

Externally Focused Webinars:

4/17/12	10:00 am – 11:00 am	<u>MGA/Broker Webinar Series:</u> Custom Point	A live demo of our forms ordering system that includes how to navigate the site, order and customize your marketing collateral.	Webinar
4/19/12	3:00 pm – 4:00 pm	<u>MGA/Broker Webinar Series:</u> Custom Point	See description above.	Webinar
4/24/12	10:00 am – 11:00 am	<u>MGA/Broker Webinar Series:</u> ProtectPak	Learn about positioning the benefits of this program to your producers with our packaged sales solution.	Webinar
4/26/12	3:00 pm – 4:00 pm	<u>MGA/Broker Webinar Series:</u> ProtectPak	See description above.	Webinar
5/1/12	11:00 am – 12:00 pm	<u>MGA/Broker Webinar Series:</u> Social Media & Selling	Learn how to effectively use social media via Twitter, LinkedIn and other social media avenues to increase your sales!	Webinar
5/10/12	11:00 am – 12:00 pm	<u>MGA/Broker Webinar Series:</u> New Business Case Submission	Discusses new case submission requirements and workflow to follow-up processes and case issuance. Learn how to ensure a smooth and expedited new business case issuance experience.	Webinar
5/15/12	11:00 am – 12:00 pm	<u>MGA/Broker Webinar Series:</u> Getting Started	A live demo of the Insurance Professionals Private and Public websites to help you locate important and useful selling tools.	Webinar
5/17/12	11:00 am – 12:00 pm	<u>MGA/Broker Webinar Series:</u> Quote System Overview	A live demo of the quote system and how to enter key fields to generate your proposal quickly and correctly.	Webinar
5/22/12	11:00 am – 12:00 pm	<u>MGA/Broker Webinar Series:</u> PANGEA Online Appointment and Licensing System	A review of the licensing process that is virtually paperless!	Webinar