

August 13 ABEN - A Little of This, A Little of That: New Threats & Possibilities in Commercial & Personal Lines Insurance	1:00PM - 3:00PM	2	ABEN
August 13 ABEN - Building Codes are Bad for Your Insureds: Why Ordinance or Law Coverage is Necessary	1:00PM - 3:00PM	2	ABEN
August 13 ABEN - Business Income: Beyond the Basics	1:00PM - 4:00PM	3	ABEN
August 14 E&O Risk Management: Roadmap to Homeowners Insurance \$125/\$175	8:30AM - 4:30PM	7 OGI	IIAV - 8600 Mayland Drive Richmond, VA 23294
August 14 Blanket Insurance Coverage vs. Specific Coverage \$15/\$45	9:00AM - 10:00AM	1 OGI	Webinar
August 14 Rental Car Issues \$30/\$65	10:30AM - 12:30PM	2 P&C	IIAV - 8600 Mayland Drive Henrico, VA 23294
August 15 ABEN - IRA Fundamentals & Small Business Retirement Plans	9:00AM - 10:00AM	1	ABEN
August 15 ABEN - Home-Based Business Exposure	2:00PM - 4:00PM	2	ABEN
August 15 Innovation Series: Richmond	2:45PM - 5:00PM		Canvas - 3108 Semmes Ave, Richmond, VA 23225
August 20 ACSR Mod 6: Commercial Property \$105/150	9:00AM - 4:00PM	6 P&C	IIAV - 8600 Mayland Drive Richmond, VA 23294
August 20 ABEN - A Little of This, A Little of That: New Threats & Possibilities in Commercial & Personal Lines Insurance	8/20/2019 1:00PM - 3:00PM	2	ABEN
August 21 Agents' Honor- Insurance With Ethic in Mind \$45/\$75	9:00AM - 12:00PM	3 Ethics	Webinar
August 26 ABEN - Agency Management Based E&O and Ethics	12:00AM - 12:00AM	3	ABEN
August 26 ABEN - Insurance Accounting for Dummies & Geniuses	9:00AM - 12:00PM	3	ABEN
August 26 ABEN Those Kids and Their Cars!	11:00AM - 1:00PM	2	ABEN
August 27 ABEN Commercial Lines Claims That Cause Problems	2:00PM - 4:00PM	2	ABEN
August 28 How Green is My Risk? \$45/\$75	9:00AM - 12:00PM	3 P&C	Webinar
August 29 IIAV Sales Academy	9:00AM - 4:00PM		IIAV - 8600 Mayland Drive Richmond, VA 23294
September 3 ABEN The Guy In the Bar Is Back	9:00AM - 12:00PM	3	ABEN
September 4 Ethics - Not What You Think and More Than You Thought! \$15/\$45	9:00AM - 10:00AM	1 Ethics	Webinar
September 4 ABEN Directors' and Officers' Liability Insurance	9/4/2019 9:00AM - 11:00AM	2	ABEN

September 9 Pre-Licensing - Property & Casualty / \$300	8:30AM - 9/12/2019 4:30PM	Non-CE	IIAV - 8600 Mayland Drive Richmond, VA 23294
September 10 Flood Insurance Basics - FEMA Approved / \$45/\$75	9:00AM - 12:00PM	3 Flood	IIAV - 8600 Mayland Drive Richmond, VA 23294
September 10 ABEN Home-Based Business Exposures	11:00AM - 1:00PM	2	ABEN
September 11-12 ACSR Mod 7: Commercial Liability, Part 1 & 2 / \$105/\$150	9:00AM - 12:00PM	6 P&C	Webinar
September 11-12 ACSR Mod 7: Commercial Liability Insurance / \$105/\$150	9:00AM - 12:00PM	6 P&C	Webinar
September 12 ABEN An E&O Mock Trial: 1000 Ways Agents Would Rather Spend Their Day	11:00AM - 1:00PM	2	ABEN
September 13 ABEN Commercial Lines Claims That Cause Problems	10:00AM - 12:00PM	2	ABEN
September 17-18 E&O Risk Management: Meeting the Challenge of Change, Part 1 & 2 / \$105/\$150	9:00AM - 12:00PM	6 OGI	Webinar
September 17 ABEN - Insurance Accounting For Dummies & Geniuses	10:00AM - 1:00PM	3	ABEN
September 18 AAI 82C - Specialized Insurance & Bonds / \$175/\$240	8:30AM - 5:00PM	8 OGI	IIAV - 8600 Mayland Drive Richmond, VA 23294
September 19 Knock It Out: More Than Politics: Your Agency And The 2019 Virginia General Assembly	8:30AM - 10:30AM	2 Ethics	108 North Jefferson St. Suite 201, Roanoke, VA 24016
September 19 ABEN IRA Fundamentals & Small Business Retirement Plans	9:00AM - 10:00AM	1	ABEN
September 19 Knock It Out: Rental Car Issues / \$30/\$65	10:30AM - 12:30PM	2 P&C	Roanoke Higher Ed Center - 108 North Jefferson St. Suite 201, Roanoke, VA 24016
September 19 Knock It Out: The Sharing Economy: Opportunity or Threat? / \$15/\$45	1:00PM - 2:00PM	1 Ethics	Roanoke Higher Ed Center - 108 North Jefferson St. Suite 201, Roanoke, VA 24016
September 19 ABEN - A Little of This, A Little of That: New Threats & Possibilities in Commercial & Personal Lines Insurance	1:00PM - 3:00PM	2	ABEN
September 19 ABEN Building Codes are Bad for Your Insureds: Why Ordinance or Law Convergence is Necessary	1:00PM - 3:00PM	2	ABEN
September 19 ABEN - Business Income: Beyond the Basics	1:00PM - 4:00PM	3	ABEN
September 19 Knock It Out: Common Problems In Agent Investigations / \$15/\$45	2:00PM - 3:00PM	1 Ethics	Roanoke Higher Ed Center - 108 North Jefferson St. Suite 201, Roanoke, VA 24016
September 19 Knock It Out: Good, Bad, and Practical: Ethically Speaking, Are Your All 3? / \$30/\$65	3:00PM - 5:00PM	2 Ethics	Roanoke Higher Ed Center - 108 North Jefferson St. Suite 201, Roanoke, VA 24016
September 23 ABEN Those Kids and Their Cars!	11:00AM - 1:00PM	2	ABEN

September 23 ABEN - Agency Management Based E&O and Ethics	1:00PM - 4:00PM	3	ABEN
September 24 CRIS: Property Risk for Contractors \$150/\$210	8:30AM - 5:00PM	8 P&C	IIAV - 8600 Mayland Drive Richmond, VA 23294
September 26 ABEN A Little of This, A Little of That: New Threats & Possibilities in Commercial & Personal Lines Insurance	1:00PM - 3:00PM	2	ABEN
September 26 ABEN Building Coes are Bad for Your Insureds: Why Ordinance or Law Coverage is Necessary	1:00PM - 3:00PM	2	ABEN
September 26 ABEN - Business Income: Beyond the Basics	1:00PM - 4:00PM	3	ABEN
October 1 ABEN The Guy In the Bar is Back	9:00AM - 12:00PM	3	ABEN
October 2 ACSR Mod 2: Personal Automobile Insurance \$105/\$150	9:00AM - 4:00PM	6 P&C	IIAV - 8600 Mayland Drive Richmond, VA 23294
October 2 E&O Risk Management: Roadmap to Policy Analysis \$105/\$150	9:00AM - 4:00PM	6 OGI	IIAV - 8600 Mayland Drive Richmond, VA 23294
October 2 ABEN Director's and Officers' Liability Insurance	9:00AM - 11:00AM	2	ABEN
October 3 AAI 83A: Principles of Agency Management \$175/\$240	8:30AM - 5:00PM	8 OGI	IIAV - 8600 Mayland Dr, Richmond, VA 23294
October 7-10 Pre-Licensing - Property & Casualty \$300	8:30AM - 4:30PM	Non-CE	IIAV - 8600 Mayland Drive Richmond, VA 23294
October 9 ABEN Insurance Accounting for Dummies & Geniuses	11:00AM - 2:00PM	3	ABEN
October 9 ABEN Building Codes are Bad for Your Insureds: Why Ordinance or Law Coverage is Necessary	1:00PM - 3:00PM	2	ABEN
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October 9 ABEN - Business Income: Beyond the Basics	1:00PM - 4:00PM	3	ABEN
October 10 ABEN An E&O Mock Trial: 1000 Ways Agents Would Rather Spend Their Day	11:00AM - 1:00PM	2	ABEN
October 10 ABEN - Home-Based Business Exposure	2:00PM - 4:00PM	2	ABEN
October 16 The Nuts & Bolts of Work Comp & Employers Liability Insurance \$125/\$175	8:30AM - 4:30PM	7 P&C	IIAV - 8600 Mayland Drive Richmond, VA 23294
October 16 ABEN A Little of This, A Little of That: New Threats & Possibilities in Commercial & Personal Lines Insurance	1:00PM - 3:00PM	2	ABEN
October 17 ABEN IRA Fundamentals & Small Business Retirement Plans	9:00AM - 10:00AM	1	ABEN
October 21 Commercial Lines Week: ACSR Mod 6: Commercial Property \$105/\$105	9:00AM - 4:00PM	6 P&C	IIAV - 8600 Mayland Drive Richmond, VA 23294

October 22 Commercial Lines Week: ACSR Mod 7: Commercial Liability Insurance \$105/\$105	8:00AM - 4:00PM	6 P&C	IIV - 8600 Mayland Dr, Richmond, VA 23294
October 22 Commercial Lines Week - HomeWork: Managing Risk for Home- Based Businesses \$45/\$45	9:00AM - 12:00PM	3 P&C	Webinar
October 22 ABEN Commercial Lines Claims That Cause Problems	2:00PM - 4:00PM	2	ABEN
October 23 Commercial Lines Week: ACSR Mod 8: Commercial Auto Insurance \$105/\$105	9:00AM - 4:00PM	6 P&C	IIV - 8600 Mayland Dr, Richmond, VA 23294
October 23 Commercial Lines Week - Flood Insurance Basics - FEMA Approved \$45/\$45	9:00AM - 12:00PM	3 Flood	IIV - 8600 Mayland Drive Richmond, VA 23294
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October 23 ABEN - Business Income: Beyond the Basics	1:00PM - 4:00PM	3	ABEN
October 24 Commercial Lines Week - ACSR Mod 9: Commercial Lines Coverages \$105/\$105	9:00AM - 12:00PM	6 P&C	IIV - 8600 Mayland Dr, Richmond, VA 23294
October 24 ABEN Insurance Accounting for Dummies & Geniuses	5:00PM - 8:00PM	3	ABEN
October 25 Commercial Lines Week -Commercial Umbrella vs. Excess Policies-So Many Confusing Choices! \$15/\$15	9:00AM - 10:00AM	1 P&C	Webinar
October 28 ABEN Those Kids and Their Cars!	11:00AM - 1:00PM	2	ABEN
October 28 ABEN - Agency Management Based E&O and Ethics	1:00PM - 4:00PM	3	ABEN