

Make Your New Employee A Winner!



Give your rookies the training they need to succeed—without interrupting your daily sales and service activities.

Train them On-Line with the New Agency Employee Orientation

This is Course #1 in the New Employee Series.

If you have a new employee on board or are planning a new hire, this course is for you! This program is designed for **unlicensed** employees with less than 12 months experience in the agency. Your employees log on to the course via the computer each week to get the training they need. There's no travel, no interruption to daily agency activity and, most importantly, no time out of the office!

Through this "virtual classroom," your new hire can connect with other rookies, bounce questions off the facilitator, and learn in manageable pieces in the comfort of their home or office!

We will:

- build a foundation of knowledge about insurance
- explore the big picture of insurance, including terms and key concepts
- discover how the agency delivers service to customers
- teach the importance of E&O prevention techniques

Course Fee: \$220 includes book.

2005 Course Schedule

Orientation Wk	Actual Course
Jan 10	1/17-3/4
Feb 14	2/21-4/8
March 14	3/21-5/6
April 11	4/18-6/3
May 9	5/16-7/1
June 13	6/20-8/5
July 11	7/18-9/2
Aug 8	8/15-9/30
Sept 12	9/19-11/4
Oct 10	10/17-12/2
Nov 14	11/21-1/6/06
Dec 12	12/19-2/3/06

Here's what former students have said:

"This course was more technically in depth than I expected. I found it to be very educational, and got a good picture of how the insurance business is conducted and how many benefits the insurance company offers to individuals and to the community."

"This course is really helping me! I have learned a lot of new things: not only why people need insurance and how they use it, but behind the scenes too. It's a lot of information to take in, but I think that with the way this course is laid out, it is easy to absorb. Thanks! ☺"



"I thought this was a great experience to take a course over the computer..."

"Everything seems to blend together. We read and the activities and exercises go along so well. I really like the way the questions are presented where we have to go back to someone within our agency for input. That is a great way to get us to understand where our agency is going..."

"Now when I process policies, I see them in a different light. The info seems to stand out and I can understand it more clearly. I have learned so much from just taking this course—more than when I worked for a major insurance company for 4 years. All the pieces of the puzzle are coming together."

Your employee will gain a greater understanding of the insurance industry to supplement the on-the-job experience received in the first few months with your agency.

Registration Form

Registration – Mail or Fax to:

PIA of Nebraska, 920 South 107 Ave, Suite 305
Omaha, NE 68114
402/392-2228

Circle desired course(s) & date(s) on the chart above.

Name _____

E-Mail _____

Fax _____ Phone _____

Agency _____

Street Address _____

City/State/Zip _____

? My check is enclosed. \$220 member / \$265 non-member
? Please charge the course to my credit card
 ?MC ?VISA ?Amer. Exp ?Discover

Name on Card: _____

Card #: _____

Exp. Date: _____ Verification Code: _____

Total: _____