

# SMALL BUSINESS COVERAGE SPECIALIST PROGRAM

**Target Audience:** Experienced insurance professionals (with two or more years commercial experience), including Producers, Managers, CSRs, etc., who want to improve their mastery of small business coverage.

Are you capable of offering your small business clients the coverage they really need?

Hartford School of Insurance is pleased to offer our Small Business Coverage Specialist Program, an advanced training program that has been designed to help experienced professionals improve their mastery within the small business marketplace. Students will receive comprehensive and in-depth education to help them provide the best coverage solutions for their small business clients.

Supported by real-life case studies and interactive activities, this curriculum takes hands-on approach to assessing insurance needs and providing effective coverage solutions, so students leave this program with skills and knowledge applicable to their everyday role. Students will also have the opportunity to test for and earn a Small Business Coverage Specialist (SBCS) professional designation.

**This program consists of two phases:**

## PHASE 1

*In-agency*

Structured self-study pre-work consisting of reading, activity assignments and self-check reviews.

## PHASE 2

*Classroom or Virtual*

Intensive instruction, designed to expand students' mastery of small business coverage knowledge and apply it through real-life case studies.



Coverage topics include:

- Workers' Compensation
- BOP General Liability
- EPLI
- BOP Property
- Data Breach
- Commercial Auto

Classroom vs Virtual:

	Classroom	Virtual
<b>Cost</b>	\$895	\$895
<b>Duration</b>	2 days	3 days
<b>CE Credits</b>	Yes	No
<b>Designation</b>	Yes (Small Business Coverage Specialist)	Yes (Small Business Coverage Specialist)
<b>Phases</b>	Phase I: Self-study, pre-work Phase II: Instructor-led, Classroom	Phase I: Self-study, pre-work Phase II: Instructor-led, Virtual, Online

## 2018 SESSIONS

**Princeton, NJ**  
Apr 3 - 4

**Chicago, IL**  
May 22 - 23

**Hartford, CT**  
Aug 7 - 8

**Brea, CA**  
Sept 25 - 26

**Virtual/Online**  
May 1 - 3

**Virtual/Online**  
June 26 - 28

**Virtual/Online**  
Nov 6 - 8

**Ready to Enroll? Visit [HartfordSchoolofInsurance.com](http://HartfordSchoolofInsurance.com) or call (800) 772-0208**