

VIRTUAL COMMERCIAL LINES SCHOOL

Your new employees can benefit from industry-renowned commercial lines training, without ever having to leave the office.

Target Audience: New insurance professionals who want to learn the basics of commercial lines coverage while gaining fundamental skills and tools to succeed.

Hartford School of Insurance is pleased to offer our Virtual Commercial Lines School, a multifaceted carrier-neutral commercial lines insurance training program that is delivered in a virtual format. This is a live, instructor-led program that engages students through video discussion, application-sharing and interactive chat functionality. In order for our instructors to provide meaningful instruction and responsive feedback, space is limited to 18 students.

Through collaborative discussion, homework assignments and activities, students will learn the basics of commercial lines coverage while gaining valuable skills and knowledge to help them achieve their career goals. Our comprehensive technical insurance curriculum is intertwined with pertinent industry sales and service concepts, so students can apply acquired knowledge to their daily roles. This program consists of three phases:

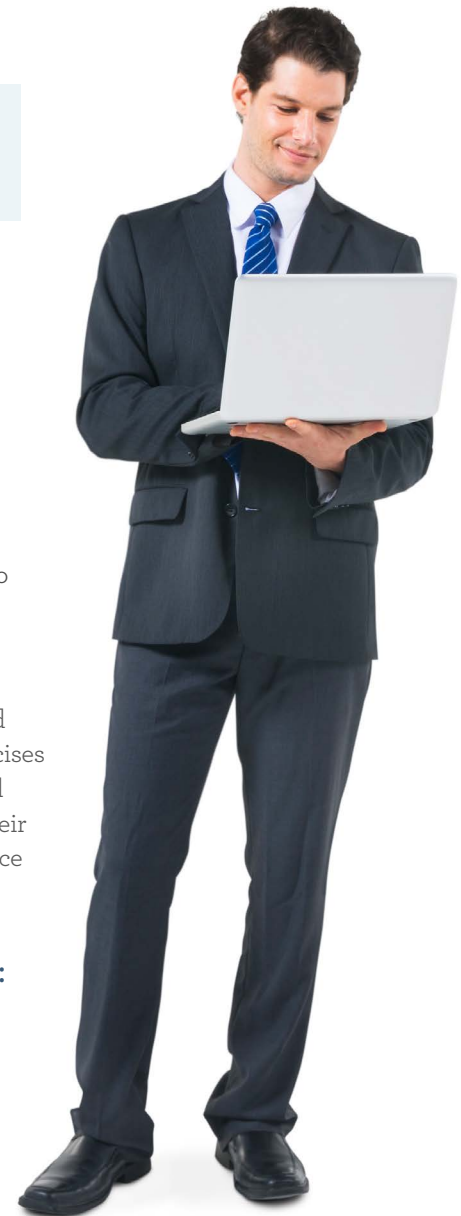
PHASE 1
In-agency
A foundation in insurance concepts, forms and coverages through reading and activity assignments in a structured four-week self-study course.

PHASE 2
Virtual
A live, comprehensive 2-week instructor-led training in commercial lines coverage, offered via an interactive online virtual format.

PHASE 3
On-Demand
A digital library of coverage, sales and skill-building exercises that can be utilized by students and their agencies to reinforce knowledge.

Throughout this program, students will have the opportunity to:

- **Utilize** a consultative approach to recognize a client's exposures to loss
- **Analyze** contracts, identify key exclusions and recognize coverage gaps
- **Negotiate** policy terms and conditions with carriers
- **Recommend** insurance solutions customized to a client's exposures
- **Provide** essential information to carriers to obtain an accurate quote
- **Analyze** and recommend appropriate coverages
- **Document** files to help reduce Errors & Omissions
- **Differentiate** themselves from their competitors through acquisition of the [Commercial Lines Coverage Specialist \(CLCS\)](#) professional designation



Tuition: \$3,995

2018 SESSIONS

Virtual
Jan 15 - 26

Virtual
Mar 12 - 23

Virtual
May 14 - 25

Virtual
Jul 9 - 20

Virtual
Sep 10 - 21

Virtual
Nov 5 - 16

Virtual
Feb 12 - 23

Virtual
Apr 9 - 20

Virtual
Jun 11 - 22

Virtual
Aug 6 - 17

Virtual
Oct 15 - 26

Virtual
Nov 26 - Dec 7

Ready to Enroll? Visit HartfordSchoolofInsurance.com or call **(800) 772-0208**