

January 2021

Continuing education credits approved in some states; no exam required.
All times listed are Eastern.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1	2
3	4	5	6 9 a.m. – COI 2 p.m. – COPE	7 11 a.m. – COVID (non-CE)	8	9
10	11	12 8 a.m. – Rules 1 p.m. – 3 Keys	13	14	15 9 a.m. – 9 Rules 3 p.m. – 5 Contractor	16
17	18	19	20 VU Triple Play Day 8 a.m. – Work Comp 11 a.m. – COI 2 p.m. – Condos (1 CE)	21	22	23
24	25	26	27	28	29	30
31						

CLASSES

ALL WEBINARS ARE 2-HOUR SESSIONS UNLESS OTHERWISE NOTED

- [3 Keys](#) to Getting the Named Insured Correct
- [4 Key](#) Personal & Commercial Lines Exposures...
- [5 Contractor](#) Coverage Concepts...
- [9 Rules](#) for Reading an Insurance Policy...
- [Condos](#) & How to Insure Them (1 CE)
- How to Understand Commercial Property Underwriting & [COPE](#)
- In the [Aftermath](#): An Agent's Perspective on Disaster Readiness...

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- Properly Calculating & Insuring the [Business Income \(BI\) Exposure](#)
- [Rules](#) for Developing the Correct Premium
- Understanding the Importance of [Ordinance or Law](#) Coverage
- [Why Business Income \(BI\)](#) is the MOST Important Property Coverage
- Why [Certificates of Insurance \(COI\)](#)...Just Why?
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Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2 9 a.m. – COI 3 p.m. Aftermath	3	4 VU Triple Play Day 9 a.m. – 5 Contractor Noon – Condos (1 CE) 3 p.m. – 3 Keys	5	6
7	8	9 Noon – COVID (non-CE)	10	11	12 11 a.m. – 4 Key 3 p.m. – COPE	13
14	15	16	17 10 a.m. – 3 Keys 2 p.m. – Work Comp	18	19 9 a.m. – Condos (1 CE) 2 p.m. – 9 Rules	20
21	22	23	24	25	26	27
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	1	2	3 11 a.m. – COVID (non-CE)	4 9 a.m. – Ord or Law Noon – 9 Rules	5	6
7	8	9	10	11 VU Triple Play Day 9 a.m. – Work Comp Noon – COI 3 p.m. - Condos (1 CE)	12 9 a.m. – 4 Key 2 p.m. – 5 Contractor	13
14	15	16 9 a.m. – Rules 1 p.m. – COI	17	18	19 9 a.m. – Why BI 1 p.m. – BI Exp	20
21	22	23	24	25	26	27
28	29	30	31 10 a.m. – Condos (1 CE) 12:30 p.m. – Work Comp			

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When you've done the research
and still can't find the answer...



April 2021

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				1	2	3
4	5	6 9 a.m. – 5 Contractor 2 p.m. – 4 Key	7	8	9 1 p.m. – COVID (non-CE)	10
11	12	13	14 	15 2021 Big 'I' Virtual Legislative Conference Protect Your Industry	16	17
18	19	20	21	22 10 a.m. – Ord or Law 3:30 p.m. – 3 Keys	23 8 a.m. – COI Noon – Aftermath	24
25	26	27	28 VU Triple Play Day 8 a.m. – Why BI 11 a.m. – BI Exp 2 pm – Condos (1 CE)	29	30	

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						1
2	3	4 9 a.m. – Ord or Law 2 p.m. – COI	5	6	7 Noon – 4 Key 2:30 p.m. – Rules	8
9	10	11	12	13	14	15
16	17	18	19 VU Triple Play Day 9 a.m. – Condos (1 CE) Noon – 9 Rules 3 p.m. – 3 Keys	20 11 a.m. – Why BI 3 p.m. – BI Exp	21 2 p.m. – COVID (non-CE)	22
23	24	25	26	27	28	29
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		1	2	3	4	5
6	7	8 8 a.m. – Aftermath Noon – 5 Contractor	9	10 9 a.m. – COVID (non-CE)	11	12
13	14	15 8 a.m. – COI 10:30 a.m. – 3 Keys	16	17	18	19
20	21	22	23 VU Triple Play Day 8 a.m. – Condos (1 CE) 11 a.m. – 9 Rules 2 p.m. – Ord or Law	24 11 a.m. – Why BI 2 p.m. – BI Exp	25	26
27	28	29 9 a.m. – COPE 2 p.m. – Work Comp	30			

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				1	2	3
4	5	6	7 8 a.m. – 9 Rules 2 p.m. – Condos (1 CE)	8 11 a.m. – 5 Contractor 2:20 p.m. – Rules	9	10
11	12	13	14	15	16	17
18	19	20 VU Triple Play Day 9 a.m. – Ord or Law Noon – Work Comp 3 p.m. – COPE	21 9 a.m. – Why BI 1 p.m. – BI Exp	22 8 a.m. – COI 11 a.m. – 4 Key	23	24
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1	2	3 10 a.m. – COPE 1 p.m. – COI	4 1 p.m. – 3 Keys 3:30 p.m. – Aftermath	5	6	7
8	9	10	11	12	13	14
15	16	17 VU Triple Play Day 8 a.m. – Why BI 11 a.m. – BI Exp 2 p.m. – Condos (1 CE)	18	19	20	21
22	23	24 9 a.m. – 4 Key 2 p.m. – Work Comp	25	26 10:30 a.m. – Why BI 1:30 p.m. – BI Exp	27	28
29	30	31				

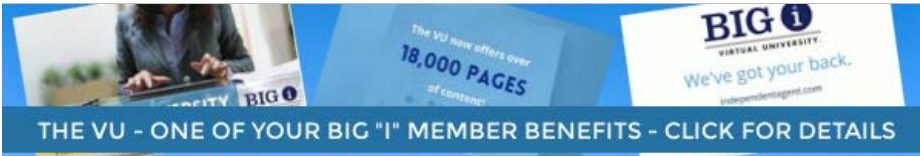
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			1 10 a.m. – Ord or Law 2:30 p.m. – Condos (1 CE)	2	3	4
5	6	7	8	9 VU Triple Play Day 9 a.m. – Aftermath Noon – COI 3 p.m. – 3 Keys	10 Noon – 5 Contractor 2:30 p.m. – Rules	11
12	13	14	15	16	17	18
19	20	21 11 a.m. – 4 Key 2:30 p.m. – COI	22 8 a.m. – 3 Keys 2 p.m. – COPE	23	24	25
26	27	28	29	30 ▶ Join Us! ◀ 2021 Big 'I' Young Agents Leadership Institute Kansas City Marriott Downtown, Kansas City, MO		

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 RE-UP THEIR KNOWLEDGE BASE - THAT'S EXCEED!

October 2021

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 All times listed are Eastern.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				Sept 30	1	2
				<div style="border: 1px solid #0070C0; padding: 5px; display: flex; align-items: center;"> ▶ Join Us! ◀ 2021 Big 'I' Young Agents Leadership Institute Kansas City Marriott Downtown, Kansas City, MO </div>		
3	4	5	6	7 11 a.m. – 9 Rules 3 p.m. – Aftermath	8 10 a.m. – Ord or Law 2:30 p.m. – Work Comp	9
10	11	12	13	14	15	16
17	18	19 VU Triple Play Day 8 a.m. – 4 Key 11 a.m. – 3 Keys 2 p.m. – Rules	20	21 10 a.m. – Condos (1 CE) 12:30 p.m. – COI	22	23
24	25	26	27 9 a.m. – Why BI 1 p.m. – BI Exp	28	29	30
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	1	2 Noon – 3 Keys 3 p.m. – COPE	3 VU Triple Play Day 9 a.m. – Condos (1 CE) Noon – 4 Key 3 p.m. – Ord or Law	4	5	6
7	8	9	10 10:30 a.m. – COI 2:30 p.m. – Work Comp	11	12	13
14	15	16 9 a.m. – Ord or Law Noon – Condos (1 CE)	17	18	19 8 a.m. – Rules Noon – 9 Rules	20
21	22	23	24	25	26	27
28	29	30 11 a.m. – Why BI 2 p.m. – BI Exp				

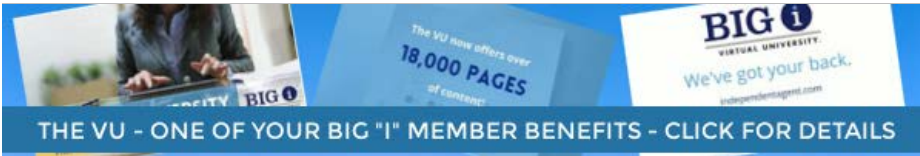
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			1	VU Triple Play Day 2 8 a.m. – Work Comp 11 a.m. – 9 Rules 2 p.m. – 3 Keys	3 9 a.m. – Ord or Law Noon - Condos (1 CE)	4
5	FINALIS WEEK 6 8 a.m. – Why BI 10:30 a.m. – BI Exp 1 p.m. – Why BI 3:30 p.m. – BI Exp	FINALIS WEEK 7 8 a.m. – 3 Keys 10:30 a.m. – 3 Keys 1 p.m. – COI 3:30 p.m. – COI	FINALIS WEEK 8 8 a.m. – Ord or Law 10:30 a.m. – 5 Cont 1 p.m. – Why BI 3:30 p.m. – BI Exp	FINALIS WEEK 9 8 a.m. – Why BI 10:30 a.m. – BI Exp 1 p.m. – 5 Contactor 3:30 p.m. – Ord or Law	FINALIS WEEK 10 8 a.m. – Work Comp 10:30 a.m. – 9 Rules 1 p.m. – 9 Rules 3:30 p.m. – Work Comp	11
12	13	14	15 8 a.m. – COPE 11 a.m. – 5 Contractor	16	17	18
19	20	21 8 a.m. – 9 Rules 1 p.m. – Work Comp	22 11 a.m. – Aftermath 2:30 p.m. – COI	23	24	25
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