



## Travelers 2026 Commercial Lines New Producer School

Travelers is pleased to announce this year’s Commercial Lines New Producer School offerings. We have scheduled three in-person schools and one fully virtual instructor-led school. Both offerings provide producers a solid understanding of technical insurance concepts with the same high-quality instructional experience.



### Training objective

This comprehensive curriculum is designed to give producers a thorough understanding of insurance principles and core commercial lines of business. Participants also receive information on Travelers-specific products and services. The goal is for the new producer to gain a strong sense of confidence, which supports their ability to write more business in your agency. **Sales training is not part of the New Producer School.**

### In-person school

Each school consists of eight weekdays of instructor-led instruction held at a Travelers office. Virtual participation is not available for the in-person schools. **Attendance is expected for all eight days.**

**Coverage training** – The instructors will spend two days on each of the core commercial lines coverages: commercial general liability, commercial auto, commercial property and workers compensation. Participants will be led through coverage discussions, exercises and other in-class activities. The second day of each coverage discussion will end with a graded online quiz on the topics covered.

**Products and services** – Subject experts from Travelers business units, such as Middle Market, Small Commercial, Risk Control and Claim, will join the class to cover specifics on each of their specialties.

**Sponsor follow-up** – Following the school, the participant will have a meeting with their Travelers sponsor to discuss opportunities to do business with Travelers. In your application, you must identify the Travelers employee who recommended the school to you. This is your Travelers sponsor.

### Virtual school

Four weeks long. Each week consists of online instructor-led sessions over three partial days. **Attendance is expected for all sessions.**

**Coverage training** – Each week will focus on one of the core commercial lines coverages: commercial auto, commercial general liability, commercial property and workers compensation. Sessions consist of discussions, exercises and other activities. The week ends with a graded online quiz on the topics covered.

**Products and services** – Subject experts from Travelers business units, such as Middle Market, Small Commercial, Risk Control and Claim, will join the virtual session to cover specifics on each of their specialties.

**Sponsor follow-up** – Following the school, the participant will have a meeting with their Travelers sponsor to discuss opportunities to do business with Travelers. In your application, you must identify the Travelers employee who recommended the school to you. This is your Travelers sponsor.

### Who should attend

This training is designed for new commercial lines producers who have been licensed for six months or more.

### Tuition and technology requirements

Travelers continues to recognize the importance of having a well-trained producer. In 2026, Travelers will offer this school tuition-free. When attending this school virtually, each participant must have a reliable internet connection to support audio/video attendance capabilities and, ideally, two display monitors to effectively participate in the program.

### Application

Please [click here](#) to access the application. The application link is also available in *For Agents* > Agency Tools > Agency Training Resources > Business Insurance Training. Seats are limited. Those who are accepted into the school will receive confirmation of their acceptance closer to the class start date.

**Note:** You must be nominated by a Travelers employee and provide the Travelers employee’s name and @travelers.com email address as part of a complete application. Failure to provide this information will result in an incomplete application, *which will not be processed.*

		VIRTUAL SCHOOL	IN-PERSON SCHOOL
April School	April 21-30		Alpharetta, GA
June School	June 9-18		Centennial, CO
August School	Aug. 11-Sep. 3	Tuesdays, Wednesdays and Thursdays 11 a.m.-4:30 p.m. ET	
October School	Oct. 13-22		Blue Bell, PA

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