



Agency Management

Feb 04-05, 2025 ET

Topics	Date	Time	Speaker
Join Webinar	Feb 04, 2025	07:45 AM-08:00 AM	
Strategic Planning	Feb 04, 2025	08:00 AM-12:15 PM	Julie Webb CIC, CPCU JMW Collective, Hershey, PA
Lunch - on your own	Feb 04, 2025	12:15 PM-01:15 PM	
Agency Talent Management	Feb 04, 2025	01:15 PM-05:15 PM	Julie Webb CIC, CPCU JMW Collective, Hershey, PA
Exam Briefing	Feb 04, 2025	05:15 PM-05:30 PM	Thomas Humphreys , CIC , CPCU , CLU , ChFC
Join Webinar	Feb 05, 2025	07:45 AM-08:00 AM	
Managing Agency Client Retention and Acquisition	Feb 05, 2025	08:00 AM-10:00 AM	David Walker CIC, CRM, ARM, AAI, LIC, CAWC Hartland Insurance Agency, Fenton, MI
Managing Agency Technology Utilization	Feb 05, 2025	10:00 AM-12:00 PM	David Walker CIC, CRM, ARM, AAI, LIC, CAWC Hartland Insurance Agency, Fenton, MI
Lunch - on your own	Feb 05, 2025	12:00 PM-01:00 PM	
Managing Agency Technology Utilization (Continued)	Feb 05, 2025	01:00 PM-02:00 PM	David Walker CIC, CRM, ARM, AAI, LIC, CAWC Hartland Insurance Agency, Fenton, MI
Ethical Responsibility	Feb 05, 2025	02:00 PM-05:00 PM	David Walker CIC, CRM, ARM, AAI, LIC, CAWC Hartland Insurance Agency, Fenton, MI

Educational Consultant:

Thomas Humphreys, CIC, CPCU, CLU, ChFC

The University of Olivet, Olivet, MI