



Independent Insurance Agent

Insurance Company Operations

March 12 & 13, 2025
IIABSC office/Virtual
Columbia, SC

Wednesday, March 13, 2025

7:30 am – 8:00 am

REGISTRATION

8:00 am – 12:15 pm

Section 1

Executive and Financial Management

Allen Messer, CIC, CPCU

12:00 pm – 1:15 pm

Lunch (On Your Own)

1:15 pm – 3:15 pm

Executive and Financial Management (con't)

Allen Messer, CIC, CPCU

3:15 pm – 5:15 pm

Section 2

Product Development

Allen Messer, CIC, CPCU

5:15 pm – 5:30 pm

Examination Review

Thursday, Marh 13, 2025

7:30 am – 8:00 am

Coffee & Rolls

8:00 am – 11:00 am

Section 3

Underwriting

Jay Williams, CIC, CRM, CRIS, MLIS, AIP, AAI, ACSR

11:00 am – 12:00 pm

Section 4

Claims Management

Jay Williams, CIC, CRM, CRIS, MLIS, AIP, AAI, ACSR

12:00 pm – 1:00 pm

Lunch (On Your Own)

1:00 pm – 3:00 pm

Claims Management (con't)

Jay Williams, CIC, CRM, CRIS, MLIS, AIP, AAI, ACSR

3:00 pm – 5:00 pm

Section 5

Product Distribution

Jay Williams, CIC, CRM, CRIS, MLIS, AIP, AAI, ACSR

Educational Consultant: Becky McCormack, CIC, CPCU, AAI, AINS