

PIA Agency Management BOOT CAMP - September 25th

What is Boot Camp? Boot Camp is an educational retreat that is designed for all agency owners, principals, producers and company personnel, whether new or veteran. In addition to valuable instruction, participants enjoy the opportunity to network, share ideas and voice concerns.

Instructor Bruno Falvo, one of PIA's highest rated Convention speakers and one of the most sought after CIC instructors, will lead the 2008 Boot Camp. Bruno has taught 28 different Agency Management, Commercial, Personal and Advanced Coverage Seminars. In addition he was named Educator of the Year by the New York PIA. Bruno's wealth of information includes being involved in over 40 acquisitions and mergers and consulting on over 100 other agency acquisitions and mergers.

Boot Camp Curriculum

Competing in the current marketplace is far too important to leave to chance. Bruno will focus on critical skills necessary for your day-day successes in dealing with clients, companies and employees. Participants will leave with a straight forward step-by-step process to enhance accountability, improve performance and ensure execution. "Crucial Conversations" training teach individuals the skills that result in rapid, sustainable and wide-reaching positive changes in the areas you care about most...performance, productivity, relationship and management.

Schedule

8:45 Registration
9:00 Morning Session
12:00 Luncheon (included)
1:00 Afternoon Session
4:00 Adjournment

Continuing Education

Boot Camp will be submitted for 6 hours CE and for the CPIA update.

Location

Hilton Suites Brentwood
9000 Overlook Blvd.
Brentwood, TN 37027



Registration Form

Fees: \$145 - PIA Agent & Associate Member only
\$135 - if received by Sept. 15 (members only)
\$175 - non-member

Mail, fax or e-mail registration form to:

Professional Insurance Agents of Tennessee
504 Autumn Springs Court, A-2
Franklin, TN 37067
(Phone) 615/771-1177 · (Fax) 615/771-3456 · piatn@piatn.com

Name _____

Agency _____

Agent Lic. # _____

Designations _____

E-Mail _____

Phone _____ Fax _____

Mailing Address _____

City/State/Zip _____

Please bill my agency.

My check is enclosed.

Please charge the course to my credit card:

MC VISA AE Exp date: _____

Name on Card: _____

Card # _____

Cancellation Policy: Registration fee includes the cost of instruction, meals and materials. Lodging is not included in the fee. Cancellations received 7 days prior to the class are fully refundable. Within 7 days, a \$50 fee will be assessed. Substitutions accepted without penalty.

PIA has obtained a block of suites at \$149 + tax. Cut-off for the \$149 rate is September 10. Make reservations by calling 1-615-370-0111.

Registration:

\$145-Member/\$175 Non-member
\$135-receive by 9/15 (member only)

Continuing Education:

The class will be submitted for CE & for the CPIA update

Location:

Hilton Suites Brentwood
Brentwood, Tennessee