



IF YOU'RE READY TO LEARN, WE'RE READY TO HELP.

Don't let December sneak up on you! IIAV has countless opportunities for you to not only meet your CE requirements, but grow professionally.

Use the following monthly calendars at your desk for a quick view of what is available.

To register for any of our classes, visit www.iiav.com/calendar.

New in 2021

The CE compliance schedule as we know it will change significantly as of January 1, 2021. We will be sending you more details soon. We are offering a dedicated session on this topic at the IIAV Annual Convention June 24-26, 2020 in Virginia Beach.

**The
beginning is
always today.**

MARCH 2020



SUN	MON	TUE	WED	THU	FRI	SAT
1	2	3	4	5	6	7
		Property & Casualty Pre-Licensing (Richmond) ACSR Mod 3: Personal Lines Related Coverages, Part 1 & 2 (Webinar) Course #219260 6 P&C		E&O Risk Management: Roadmap to Homeowners Property Coverage (Webinar) Course #220504 3 OGI		
8	9	10	11	12	13	14
		Flood Basics: FEMA Approved (Richmond) Course #219247 3 Flood	ACSR Mod 4: Agency E&O, Part 1 & 2 (Webinar) Course #219261 6 P&C			
		Advanced Flood Training - Elevation Certificate Rating (Richmond) Course #220502 2 Flood				
15	16	17	18	19	20	21
			MLIS: How to Insure D&O Liabilities (Richmond) Course #220436 7 P&C	CRIS: Commercial Liability for Contractors (Rich) Course #219265 8 P&C		
				AAI 81B: Personal Insurance (Richmond) Course #219232 8 OGI		
22	23	24	25	26	27	28
		Rolling Thunder: The Latest in Insuring Motorcycles (Webinar) Course #220646 1 P&C		Data Privacy for Ins Professionals (Rich) Course #220472 3 OGI	Ethics: Not What You Think and More Than You Thought (Webinar) Course #220452 1 Ethics	
				More Than Politics: 2020 VA General Assemb. (Rich) Course #220690 2 L&R		
29	30	31	31			
		E&O Risk Management: Roadmap to Homeowners Liability Ins. (Webinar) Course #220505 3 OGI	Hey Hollywood! Insurance Through the Camera Lens (Richmond) Course #220562 2 P&C			

"The most difficult thing is the decision to act, the rest is merely tenacity. The fears are paper tigers. You can do anything you decide to do. You can act to change and control your life; and the procedure, the process is its own reward."

AMELIA EARHART

APRIL 2020



SUN	MON	TUE	WED	THU	FRI	SAT
			1 Additional Insured Endorsements - Beware! (Richmond) Course #218046 3 P&C	2 AAI 81C: Commercial Property Ins (Rich) Course #219234 8 OGI E&O Risk Management: Roadmap to Cyber & Privacy Insurance (Rich) Course #220515 3 OGI	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
	Property & Casualty Pre-Licensing (Richmond)					
	Life & Health Pre-Licensing (Richmond)					
			ACSR Mod 8: Commercial Auto, Part 1 & 2 (Webinar) Course #219263 6 P&C			
			Insider Threat (Richmond) Course #220176 4 OGI			
19	20	21 Anchors Aweigh: Insuring Boats Without Making Waves (Webinar) Course #220648 1 P&C	22 Active Shooter: How Vulnerable Is Your Organization? (Richmond) Course #220177 4 OGI	23 More Than Politics: 2020 VA General Assembly (Richmond) Course #22069 2 L&R	24	25
26	27	28	29 Get Your Motor Running - Garage Demystified (Web) Course#220462 3 P&C MLIS: Employment Practices Liability Exposures & Ins Coverage (Rich) Course#220437 7 P&C	30 CRIS: Contractual Risk Transfer in Construction (Richmond) Course #219275 8 P&C Home Business; Easy to Start, Hard to Insure (Webinar) Course #220453 1 P&C		

"The meeting of preparation with opportunity generates the offspring we call luck."

TONY ROBBINS

MAY 2020



SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
	Property & Casualty Pre-Licensing (Richmond)					
		CRIS: Commercial Auto, Surety, CIPS, and Misc Lines (Richmond) Course #219268 8 P&C	E&O Risk Management: Roadmap to Identity Theft (Webinar) Course #220602 3 OGI			
10	11	12	13	14	15	16
Personal Lines Week Member Pricing on all Courses in Green	ACSR Mod 1: Homeowners Insurance (Richmond) Course #219230 6 P&C	MLIS: Fiduciary Liability Exposures and Ins Coverage (Richmond) Course #220438 7 P&C ACSR Mod 2: Personal Auto (Richmond) Course #219259 6 P&C	Flood Basics: FEMA Approved (Richmond) Course #219247 3 Flood More Than Politics: 2020 VA General Assemb. (Rich) Course #220690 2 L&R	ACSR Mod 3: Personal Lines Related Coverage (Richmond) Course #219260 6 P&C	ACSR Mod 4: Agency E&O (Richmond) Course #219261 6 P&C	
17	18	19	20	21	22	23
		Cyber Liability: Why It's Not Just for the IT Department (Richmond) Course #220440 2 P&C How To Read An Ins Policy (Richmond) Course #220535 3 P&C	On the Road Again: Getting Up to Speed About Insuring RVs (Webinar) Course #220647 1 P&C	Coinsurance Made Easy (Webinar) Course #220454 1 P&C		
24	25	26	27	28	29	30
			ACSR Mod 5: Professional Development and Account Management, Part 1 & 2 (Webinar) Course #219613 4 OGI	AAI 82A: Commercial Liability Ins (Rich) Course #219236 8 OGI		

“Show me a successful individual and I’ll show you someone who had real positive influences in his or her life. I don’t care what you do for a living—if you do it well I’m sure there was someone cheering you on or showing the way. A mentor.”

DENZEL WASHINGTON