

# 2024 TRAINING SCHEDULE

## Commercial Lines Producer School

1/8 - 1/19	Virtual/Live
2/19 - 3/1	Virtual/Live
3/11 - 3/22	Virtual/Live
4/1 - 4/12	Virtual/Live
4/22 - 5/3	Virtual/Live
5/13 - 5/24	Virtual/Live
6/17 - 6/28	Virtual/Live
7/8 - 7/19	Virtual/Live
8/5 - 8/16	Virtual/Live
9/9 - 9/20	Virtual/Live
10/7 - 10/18	Virtual/Live
11/4 - 11/15	Virtual/Live
12/2 - 12/13	Virtual/Live

Entry Level | CLCS Designation  
Tuition: \$3,995

## Commercial Lines Account Manager School

1/8 - 1/19	Virtual/Live
2/19 - 3/1	Virtual/Live
3/11 - 3/22	Virtual/Live
4/1 - 4/12	Virtual/Live
4/22 - 5/3	Virtual/Live
5/13 - 5/24	Virtual/Live
6/17 - 6/28	Virtual/Live
7/8 - 7/19	Virtual/Live
8/5 - 8/16	Virtual/Live
9/9 - 9/20	Virtual/Live
10/7 - 10/18	Virtual/Live
11/4 - 11/15	Virtual/Live
12/2 - 12/13	Virtual/Live

Entry Level | CLCS Designation  
Tuition: \$3,995

## Small Business Coverage Specialist Program

3/19 - 3/21	Virtual/Live
6/25 - 6/27	Virtual/Live
9/17 - 9/19	Virtual/Live
12/10 - 12/12	Virtual/Live

Advanced | SBCS Designation  
Tuition: \$1,095

# PROPERTY & CASUALTY PROGRAMS

## Personal Lines School

1/8 - 1/12	Virtual/Live
4/1 - 4/5	Virtual/Live
7/8 - 7/12	Virtual/Live
10/7 - 10/11	Virtual/Live

Entry Level | PLCS Designation  
Tuition: \$1,295

## Ethics & the Insurance Professional Workshop

4/26	Virtual/Live
7/5	Virtual/Live
9/13	Virtual/Live
11/15	Virtual/Live

All Level  
Tuition: \$99

## Business Income Workshop

4/22	Virtual/Live
7/1	Virtual/Live
9/9	Virtual/Live
11/11	Virtual/Live

All Level  
Tuition: \$99



## CONTACT US:

800-772-0208  
[thehartford.com/hsi](http://thehartford.com/hsi)  
[AgentEdu@thehartford.com](mailto:AgentEdu@thehartford.com)

# 2024 TRAINING SCHEDULE

## Commercial General Liability Webinar Series

- 3/21** Legal Liability & the CGL Policy
- 4/25** CGL Insuring Agreement & Contractual Exclusion
- 5/23** CGL Additional Insureds
- 6/20** Primary and Non-Contributory and Waivers of Subrogation
- 7/25** Business Risk Exclusions
- 8/22** Pollution Exclusion
- 9/26** Occurrence vs. Claims Made Policies
- 10/24** Tenant/Landlord Leases

All Level | 1 hour virtual/live sessions  
*Advanced Commercial General Liability Specialist Certification\**  
**\$69 per session/\$475 for Certification**

## Workers' Compensation Webinar Series

- 3/20** Workers' Compensation Policy Part 1 - Statutory Coverages
- 4/24** Workers' Compensation Policy Part 2 - Employers Liability
- 5/22** Who is an Employee?
- 6/19** Extraterritorial and Reciprocity
- 7/24** Negotiating Pricing
- 8/21** Mining Loss Runs
- 9/25** Understanding Vocabulary and Mechanics of Retention Programs
- 10/23** Avoiding Common Mistakes

All Level | 1 hour virtual/live sessions  
*Advanced Workers' Compensation Specialist Certification\**  
**\$69 per session/\$475 for Certification**

# PROPERTY & CASUALTY PROGRAMS WEBINAR SERIES

## Business Auto Webinar Series

- 3/19** Business Auto Coverage Overview, Liability Insuring Agreement and some key Defined Terms
- 4/23** Business Auto Symbols
- 5/21** Business Auto Rentals – Am I Covered?
- 6/18** Business Auto and CGL Coverage Caps
- 7/23** Business Auto – Managing the MVR Process
- 8/20** Auto Classifications
- 9/24** Personal Auto Policy vs Business Auto Policy
- 10/22** Business Auto – Developing your Coverage Checklist to Avoid Coverage Gaps

All Level | 1 hour virtual/live sessions  
*Advanced Business Auto Coverage Specialist Certification\**  
**\$69 per session/\$475 for Certification**

\*Certifications can only be earned when students are enrolled for the full certification program which includes attending all eight sessions of the series



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# 2024 TRAINING SCHEDULE

## Employee Benefits School

1/8 - 1/11	Virtual/Live
2/5 - 2/8	Virtual/Live
3/11 - 3/14	Virtual/Live
4/8 - 4/11	Virtual/Live
5/6 - 5/9	Virtual/Live
6/10 - 6/13	Virtual/Live
7/8 - 7/11	Virtual/Live
8/12 - 8/15	Virtual/Live
9/9 - 9/13	Virtual/Live
10/7 - 10/10	Virtual/Live

Entry Level  
**Tuition: \$1,295**

## Advanced Employee Benefits School

3/5 - 3/7	Virtual/Live
6/25 - 6/27	Virtual/Live
10/22 - 10/24	Virtual/Live

Advanced  
**Tuition: \$1,095**

# EMPLOYEE BENEFITS PROGRAMS

## Group Benefits Disability Specialist Program

1/16 - 1/18	Virtual/Live
2/13 - 2/15	Virtual/Live
3/19 - 3/21	Virtual/Live
4/16 - 4/18	Virtual/Live
5/14 - 5/16	Virtual/Live
6/18 - 6/20	Virtual/Live
7/16 - 7/18	Virtual/Live
8/20 - 8/22	Virtual/Live
9/17 - 9/19	Virtual/Live
10/15 - 10/17	Virtual/Live

Advanced | GBDS Designation  
**Tuition: \$1,095**

## Voluntary Benefits Specialist Program

1/23 - 1/25	Virtual/Live
3/26 - 3/28	Virtual/Live
5/21 - 5/23	Virtual/Live
7/23 - 7/25	Virtual/Live
9/24 - 9/26	Virtual/Live
11/12 - 11/14	Virtual/Live

All Level | VBS Designation  
**Tuition: \$1,095**



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