

TOPIC CODES: **1IC** = COMMERCIAL CASUALTY I; **2IC** = COMMERCIAL CASUALTY II; **AO** = AGENCY OPERATIONS; **ELR** = ELEMENTS OF RISK MANAGEMENT;

**IP** = INSURING COMMERCIAL PROPERTY; **LHE** = LIFE & HEALTH ESSENTIALS; **PA** = INSURING PERSONAL AUTO EXPOSURES; **PM** = PERSONAL LINES-MISCELLANEOUS;

**PR** = INSURING PERSONAL RESIDENTIAL PROPERTY; **SR** = DYNAMICS OF SERVICE; **ALC** = WTH COMMERCIAL; **ALM** = WTH MULTI; **ALP** = WTH PERSONAL

| DATE OF PROGRAM | CITY    | FACILITY             | TOPIC |  | INSTRUCTOR    | COMMENTS   |
|-----------------|---------|----------------------|-------|--|---------------|--|
| 1/6/2021        | Lincoln | IIAN Learning Center | 2IC   |  | T. Greco      | Simulcast (Instructor Lead Classroom and Online) |
| 1/20/2021       | Lincoln | IIAN Learning Center | PR    |  | T. Mundhenke  | Simulcast (Instructor Lead Classroom and Online) |
| 1/27/2021       | Lincoln | IIAN Learning Center | ELR   |  | K. Kochenower | Online Only                                      |
| 2/10/2021       | Lincoln | IIAN Learning Center | PA    |  | J. Campbell   | Simulcast (Instructor Lead Classroom and Online) |
| 2/24/2021       | Lincoln | IIAN Learning Center | PM    |  | T. Greco      | Simulcast (Instructor Lead Classroom and Online) |
| 3/23/2021       | Kearney | Spring Conference    | HOLD  |  | John Dismukes | Simulcast (Instructor Lead Classroom and Online) |
| 3/3/2021        | Lincoln | IIAN Learning Center | AO    |  | K. Kochenower | Online Only                                      |
| 3/10/2020       | Lincoln | IIAN Learning Center | IP    |  | D. Kowalewski | Simulcast (Instructor Lead Classroom and Online) |
| 4/7/2021        | Lincoln | IIAN Learning Center | PR    |  | T. Mundhenke  | Simulcast (Instructor Lead Classroom and Online) |
| 4/21/2021       | Lincoln | IIAN Learning Center | 1IC   |  | T. Greco      | Simulcast (Instructor Lead Classroom and Online) |
| 5/12/2021       | Lincoln | IIAN Learning Center | 2IC   |  | T. Greco      | Simulcast (Instructor Lead Classroom and Online) |
| 5/26/2021       | Lincoln | IIAN Learning Center | PA    |  | J. Campbell   | Simulcast (Instructor Lead Classroom and Online) |
| 6/9/2021        | Lincoln | IIAN Learning Center | AO    |  | T. Mundhenke  | Simulcast (Instructor Lead Classroom and Online) |
| 6/23/2021       | Lincoln | IIAN Learning Center | PM    |  | T. Greco      | Simulcast (Instructor Lead Classroom and Online) |
| 7/7/2021        | Lincoln | IIAN Learning Center | ELR   |  | K. Kochenower | Online Only                                      |
| 7/21/2021       | Lincoln | IIAN Learning Center | IP    |  | D. Kowalewski | Simulcast (Instructor Lead Classroom and Online) |
| 8/4/2021        | Lincoln | IIAN Learning Center | 1IC   |  | T. Mundhenke  | Simulcast (Instructor Lead Classroom and Online) |
| 8/18/2021       | Lincoln | IIAN Learning Center | PR    |  | J. Campbell   | Simulcast (Instructor Lead Classroom and Online) |
| 9/1/2021        | Lincoln | IIAN Learning Center | AO    |  | K. Kochenower | Online Only                                      |
| 9/15/2021       | Lincoln | IIAN Learning Center | PM    |  | T. Greco      | Simulcast (Instructor Lead Classroom and Online) |
| 10/6/2021       | Lincoln | IIAN Learning Center | PA    |  | J. Campbell   | Simulcast (Instructor Lead Classroom and Online) |
| 10/13/2021      | Lincoln | IIAN Learning Center | 2IC   |  | T. Mundhenke  | Simulcast (Instructor Lead Classroom and Online) |
| 10/29/2021      | Lincoln | Annual Convention    | HOLD  |  | Lisa Worley   | Simulcast (Instructor Lead Classroom and Online) |
| 11/4/2021       | Lincoln | IIAN Learning Center | PR    |  | J. Campbell   | Simulcast (Instructor Lead Classroom and Online) |
| 11/11/2021      | Lincoln | IIAN Learning Center | IP    |  | D. Kowalewski | Simulcast (Instructor Lead Classroom and Online) |
| 12/1/2021       | Lincoln | IIAN Learning Center | 1IC   |  | T. Mundhenke  | Simulcast (Instructor Lead Classroom and Online) |

|           |         |                      |     |  |               |             |
|-----------|---------|----------------------|-----|--|---------------|-------------|
| 12/8/2021 | Lincoln | IIAN Learning Center | ELR |  | K. Kochenower | Online Only |
|-----------|---------|----------------------|-----|--|---------------|-------------|