



BIG "I" MIDWEST ELITE FORCE SALES TRAINING 2018-2019 Application

Please fully complete this application and attach the following documents:

- A brief resume, and
- A letter of commitment from the student **and** an agency principal. (*Find a copy on our website: www.ian.org*)
- Include in the letter the reason(s) you want to be a part of this program.

Total tuition of \$2,200 for members of a state association which is a member of IIBA includes:

Non-member tuition: \$3,700.

- **12 full days of instruction, presented 3 days at a time, quarterly**
- **All class workbooks, supplies, reading materials, morning coffee and afternoon refreshments, and 2 lunches;**
- Monthly mentoring by experienced IIAN sales staff, individualized student profiles, after-class activities planned to facilitate relationship building among students
- **The Associate in Insurance Production (AIP) diploma**** and conferment in October, 2019 during IIAN Annual Convention (**attendance at all class sessions and completion of classroom work and written reporting requirements required)

Hotel accommodations: Current rates and information will be emailed to you upon receiving your application

Registration deadline is April 2, 2018 – applicants will be considered on a first-come, first-served basis. No registration is confirmed until completed application, required attachments, and financial payment has been received. All information is deemed private and confidential in and out of class.

Student Information:

Name: _____ Big "I" Member? Yes No

of years in insurance: _____ # of years in sales: _____

Other sales training courses taken:

Course name(s): _____
Date(s) taken: _____

Agency Information:

Agency: _____ # of agency locations (main/branches) _____

employees in all locations: _____ Approx. amount of agency premium: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ E-mail Address: _____

Name of Agency Mentor/Manager: _____

Mentor's e-mail address: _____

x _____ x _____
Student signature Agency Mentor/Manager signature

Information on accommodations will be sent with your confirmation.

RETURN YOUR APPLICATION AND PAYMENT TO: IIAN, 8231 Northwoods Drive, Ste B, Lincoln, NE 68505. For more information call (402)476-2951, or e-mail office@biginebraska.org. Or pay online: www.ian.org

Credit Card Type: American Express Visa MasterCard

Name on Credit Card: _____ Expiration Date: _____

Card Number: _____ CVV code on back: _____

Billing Address: _____ City: _____ State _____ Zip: _____