

**CIC Commercial Multiline Institute**  
**October 10-12, 2018**  
**Embassy Suites/ASU Tempe - Tempe, Arizona**

**Hotel and  
 Registration  
 Information**



**Embassy Suites by  
 Hilton - ASU Tempe**  
 4400 South Rural  
 Road,  
 Tempe, AZ 85282

Reservations:  
 (480) 897-7444

\$134 Single King Bed  
 if reserved by 9/9/18.

To book your stay at  
 the hotel, [click here](#).

Class Registration  
 Cost: \$405

To register online  
[click here](#).

PDF Registration  
[click here](#).

Bring your family for a  
 great vacation or plan  
 a separate mini  
 getaway!

**Fun things to do  
 while you are here:**

Championship Golf  
 Courses  
 Great Shopping  
[Arizona Sea Life  
 Aquarium](#)  
 Phoenix Zoo

**Certified Insurance Counselor's  
 Commercial Multiline Institute**

**Approved for 20 Hours of CE Credit**

**Agenda**

**Wednesday, October 10th**

7:00 a.m. - 8:15 a.m.  
 Registration & Opening  
 Comments

8:15 a.m. - 12:15 p.m.  
 Commercial Inland Marine  
 Concepts & Coverages

12:15 p.m. - 1:15 p.m. Lunch  
 (on own)

1:15 p.m. - 3:15 p.m.  
 Commercial Inland Marine  
 Concepts & Coverages  
 (continued)

3:15 p.m. - 5:15 p.m.  
 Businessowners Policy

5:15 p.m. - 5:30 p.m.  
 Commercial Multiline Exam  
 Briefing (Optional)

**Thursday, October 11th**

8:00 a.m. - 12:00 p.m.  
 Crime Coverages &  
 Endorsements

12:00 p.m. - 1:00 p.m. Lunch  
 (on own)

1:00 p.m. - 5:00 p.m.  
 Cyber Exposures and Coverage

**Friday, October 12th**

8:00 a.m. - 10:00 a.m.  
 Employment Practices Liability  
 Insurance

10:00 a.m. - 12:00 p.m.  
 Excess Liability/Commercial  
 Umbrella Coverages

Class ends at 12:00 p.m.

2:00 p.m. - 4:00 p.m.  
 Commercial Multiline Exam  
 (Optional)

**Faculty:**

John Masselli Jr., CIC  
 South Cairo, New York

R. Bryan Tilden, CIC, CPCU, CLU,  
 ChFC, ARM, ALCM, SCLA  
 Tilden & Associates  
 Pittsboro, North Carolina

Bernard Neff, CIC, CPCU  
 Insurance Teaching Enterprises  
 Cottage Grove, Minnesota

**Education Consultant:**

Rod Rezac, CIC, CPCU, ARM  
 Austin, Texas

**Education Coordinator:**

Ray Garcia, CIC, CISR  
 IIBAZ  
 Phoenix, Arizona

[Odyssea Aquarium,](#)  
[Scottsdale](#)  
Desert Botanical  
Gardens  
Casinos  
[Live Music](#)  
Theater, Opera, Plays,  
and more

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**Independent Insurance  
Agents and Brokers of  
Arizona, Inc.**  
333 East Flower Street  
Phoenix, Arizona 85012  
602-956-1851

**Additional Upcoming CIC Programs:**

December 5-7, 2018 Personal Lines Institute, Phoenix  
February 6-8, 2019 Commercial Property Institute, Tempe  
March 14-15, 2019 James K. Ruble Graduate Seminar,  
Tempe  
April 10-12, 2019 Commercial Casualty Institute, Phoenix

[Click Here for Registrations](#)

Questions or Comments? Send an email to [ray@iibaz.com](mailto:ray@iibaz.com)

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