



827 28th Street South
Suite C2
Fargo ND 58103

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Premium Discount Information



These seminars are approved by Utica Mutual for a 5% renewal premium discount. The following table shows the required attendance by the applicable principals, owners, managers, and CSRs. Eligibility for the discount requires:



Staff size	1-3	One principal must attend.
	4-10	One principal and one CSR-type person
	11-20	One principal and two CSR-type persons
	21+	20% of staff

*Staff size includes active owners, managers, and support staff.



2025 E&O Loss Control Seminar

3.0 Hours ND Continuing Education Credit
PLUS! 5% premium discount for Utica Policyholders
See requirement chart on back



This 3-hour course with a curriculum targeted towards insurance agents and agency personnel dealing with the techniques of E&O Loss Prevention and the toll that E&O claims cause both agencies and policyholders.

Insurance agencies are comprised of many working parts from selling to servicing to knowledge of the policies they sell. One distinguishing feature of the most successful agencies is how well all these various parts are coordinated to an overall strategic plan. Among one of the most important is E&O prevention. Interestingly, studies show that top flight agencies integrate sound E&O practices into every aspect of their operations, rather than consider E&O merely a "CYA" protection.

The emphasis of this program led by Angie Heavener is to provide practical guidelines and tools for effective E&O loss control. Angie is an approved auditor for a number of E&O carriers. She also conducts internal Errors and Omissions audits on agencies throughout the country and works with agencies on developing procedures, workflows and sales centers. Sign up today as seating is limited!

WEST FARGO	Tues., September 23 rd	Doubletree Hotel 825 E Beaton Drive
GRAND FORKS	Tues., September 23 rd	James Ray Idea Lab 4200 James Ray Drive
MINOT	Wed., September 24 th	Sleep Inn & Suites 2400 10 th St W
BISMARCK	Wed., September 24 th	Courtyard by Marriot North-3319 N 14 th No. St.

Classes will run from **8:30 am to 11:30 am in Fargo & Minot**
1:30 pm to 4:30 pm in Grand Forks & Bismarck
Registration/Check-in starts 30 minutes before class.

COST: \$60 for 1st attendee - \$50 each additional same agency
Unexpected Walk-ins – add \$10

Cancellations received with 7 days of class will not be refunded.

To Register: Send the Registration Form below with your payment to:
PIA of North Dakota – 827 28th St S, Ste. C-2 – Fargo, ND 58103
Or online at www.piand.com and pay by credit card (service fee applies).

2025 E&O SEMINAR

Name: _____ NPN#: _____
Agency: _____ Phone: _____
Address: _____
E-mail _____
LOCATION: _____ AMT ENCLOSED: _____

PLEASE FILL OUT REGISTRATION FOR EACH PARTICIPANT