



2026 CPIA Advanced Course



A seminar designed for Agents & Company Personnel

The PIA of ND is proud to announce the continued offering of this training and designation program. The **Certified Professional Insurance Agent** designation is a first-of-its kind, hands-on, how-to, continuing education-approved insurance designation.

CPIA Advanced is approved for **7 hours** of CE credit in most states including ND and MN.

STEVE BECHER, CIC, CPIA Executive Director of PIAND, will lead this seminar. Why is CPIA for you? Because your agency's success comes down to relationships—and CPIA is your building block. If you truly are dedicated to ensuring your agency succeeds in today's highly competitive market, consider the CPIA designation. In fact, the Insurance Success Seminars are guaranteed: implement the principles covered in these sessions and experience a 20 percent increase in personal production within six months or AIMS society will refund your registration fee.

CPIA Advanced Course: Disaster and Continuity Planning for Business and Families

During this program, participants are encouraged to focus on factors effecting disaster and business continuity planning. Areas discussed include types of disasters, key planning elements, disaster team makeup, insurance considerations, and funding challenges. Participants will use case studies and exercises to practice concepts and techniques covered in the course. Concepts from Business Continuity and Disaster Recovery Plans are tied to Personal Lines as Lifestyle Continuity and Family Disaster Plans.

The designation consists of three core CPIA Insurance Success Seminars: **CPIA 1—Position for Success; CPIA 2—Implement for Success; and CPIA 3—Sustain Success.** PIA of ND will be doing CPIA 1-2-3 in Bismarck and Advanced Course in Fargo 2027

Bismarck Tuesday April 7th 2026 Courtyard by Marriott

(3319 No 14th Street)

AGENDA: Registration/Check-in 8:00-8:30 a.m. **Seminar:** 8:30 a.m. – 4:00 p.m.

COST: \$125 for PIA members - \$150 for Non-members (per session)

To Register: Send the Registration Form below with your payment to:

PIAND – 827 28th Street South Suite C2 Fargo ND 58103

Or online at www.piand.com and pay by credit card (Service fee applies)

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## CPIA Advanced Course- Disaster & Continuity Planning

Name: \_\_\_\_\_ Lic.#: \_\_\_\_\_

Agency/Company: \_\_\_\_\_

Address: \_\_\_\_\_

City/St/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ e-mail: \_\_\_\_\_

AMT ENCLOSED: \$ \_\_\_\_\_

Please fill out for each attendee