CPIA 2 – IMPLEMENT FOR SUCCESS

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 AIMS Society's **Certified Professional Insurance Agent** designation is a first-of-its kind, hands-on, how-to, continuing education-approved insurance designation.

*CPIA 2 is approved for **7 Hours** of CE credit in most states including ND, SD 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 2 – Implement For Success

During this session, participants will be provided with specific tools for analyzing consumer needs; will learn to utilize risk identification techniques to gather pertinent prospect information; will develop skills necessary to assimilate information gathered into a customized protection program; and will participate in exercises designed to promote effective delivery of proven solutions. Throughout each section of the workshop material, tips for preventing Errors & Omissions are highlighted and discussed.

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**. CPIA 3 will be held on March 19th and CPIA 1 will be held again in 2027. *(Classes may be taken in any order.)*

West Fargo ***Thursday, February 19th 2026*** ***DoubleTree by Hilton***
(825 E Beaton Drive)

AGENDA: 8:00 – 8:30 am: **Registration/Check-in** 8:30am – 4:00pm: **Seminar**

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).

CPIA 2 – IMPLEMENT FOR SUCCESS SEMINAR

Name:_____Lic.#:_____

Company:_____

Address:_____

City/St/Zip:_____

Phone:_____ e-mail:_____

AMT ENCLOSED:_____

Please fill out registration for each participant