



# Scholarship Information

## **IA&B scholarships are available to individuals and member agencies.**

To find, foster, and retain talent for its member agencies, Insurance Agents & Brokers (IA&B) awards multiple scholarship opportunities throughout the year. IA&B provides more than \$10,000 in scholarships to individuals and member agencies to attend IA&B education courses.

## **Available Scholarships for Individuals**

Whether you are thinking about entering the field of insurance or you've been in the business for several years, we have scholarship opportunities for everyone. IA&B supports all individuals as they grow and develop throughout their insurance career.

### **1. Licensing Exam Prep (Only available in PA)**

Looking to become an insurance agent? Apply for the Licensing Exam Prep Scholarship to receive financial support on your first step to becoming an agent. IA&B takes the stress out of studying for the Pennsylvania licensing exam. Whether you are seeking a property & casualty or life & health license, you will feel confident with newfound knowledge to pass the exam.

Value of Each Scholarship: Up to \$500

Available: Several scholarships will be awarded to individuals throughout the year.

Completion Note: Recipients have 1 year to complete from time awarded.

Eligibility: Desire to be a successful insurance agent

State: Only available in PA

Apply by: Ongoing – apply anytime

### **2. Certified Insurance Counselor (CIC) Designation Program**

*In memory of CIC Education Consultant James T. Harrison, Jr.*

Receive a scholarship for the CIC Designation Program. The CIC Program is the essential tool for a professional who wants to sharpen his/her skills. It allows insurance professionals to dig deeper into insurance exposures, exclusions, and coverages. To earn a CIC designation, an individual must choose and complete five of seven institutes (listed below) and pass the corresponding exams:

- Agency Management
- Commercial Casualty
- Commercial Multiline
- Commercial Property
- Insurance Company Operations
- Life & Health
- Personal Lines

Value of Scholarship: \$2,200

Available: One Full Designation Scholarship - 5 Institutes

Completion Note: Recipient has 3 years to complete designation from time awarded.

Eligibility: Must be a licensed agent; must have at least 3 years of experience in the insurance field.

State: Available in PA, MD, and DE

Apply by: COB on Dec. 28, 2018, recipient announced by January 31, 2019



***In memory of CIC Education Consultant James T. Harrison, Jr.***

Jim Harrison was a CIC Education Consultant and IA&B instructor for more than 20 years.

Anyone who heard Jim speak or took one of his CIC exams can attest to his commitment to quality. Jim believed that education should challenge you; otherwise, what's the point?

In memory of our dear friend, we offer this annual, full CIC scholarship to challenge you to take the next step in your insurance career.

### **3. Certified Insurance Service Representative (CISR) Designation Program**

Receive a scholarship for the CISR Designation Program. It empowers outstanding individuals to provide exceptional account management and customer service. CISR courses are known for preparing front-line professionals to analyze risks, policies, forms, and claims data and communicate that understanding clearly to their clients, carriers, and colleagues. To earn a CISR designation, an individual must choose and complete five of nine (listed below) seminars and corresponding exams:

- Agency Operations
- Commercial Casualty I
- Commercial Casualty II
- Commercial Property
- Elements of Risk Management
- Life and Health Essentials
- Miscellaneous Personal Lines
- Personal Auto Exposures
- Personal Residential Property

Value of Scholarship: \$1,000

Available: One Full Designation Scholarship - 5 Seminars

Completion Note: Recipient has 2 years to complete designation from time awarded.

Eligibility: Must be a licensed agent.

State: Available in PA, MD, and DE

Apply by: COB on Dec. 28, 2018, recipient announced by Jan. 31, 2019

### **4. Online Scholarship**

Receive a scholarship for any IA&B live webinars or on-demand trainings.

Value of each Scholarship: Up to \$250

Available: Several scholarships will be awarded throughout the year.

Completion Note: Recipients have 1 year to use from time awarded.

State: Available in PA, MD, and DE

Apply by:

- COB on Dec. 28, 2018, recipients announced by Jan. 31, 2019
- COB on May 31, 2019, recipients announced by June 28, 2019

## Available Scholarships for IA&B Member Agencies

Looking to send employees to trainings, but have a tight budget? Apply for a member agency scholarship and support your team and your agency's future.

### 1. Certified Insurance Counselor (CIC) - One Institute

IA&B member agencies can receive a scholarship for an employee to attend one institute. The CIC Program is the essential tool for agency and company personnel who want to sharpen their skills. It allows insurance professionals to dig deeper into insurance exposures, exclusions, and coverages. Available institutes include:

- Agency Management
- Commercial Casualty
- Commercial Multiline
- Commercial Property
- Insurance Company Operations
- Life & Health
- Personal Lines

Value of Each Scholarship: \$440

Available: Several CIC member agency scholarships will be awarded.

Eligibility: IA&B Member Agency

State: Available in PA, MD, and DE

Completion Note: Agency has 1 year to use from time awarded.

Apply by:

- COB on Dec. 28, 2018, recipients announced by Jan. 31, 2019
- COB on May 31, 2019, recipients announced by June 28, 2019

### 2. Certified Insurance Service Representative (CISR) – One Seminar

IA&B member agencies can receive a scholarship for an employee to attend one seminar. The CISR designation programs empowers outstanding individuals to provide exceptional account management and customer service. CISR courses are known for preparing front-line professionals to analyze risks, policies, forms, and claims data and communicate that understanding clearly to their clients, carriers, and colleagues. Available seminars include:

- Agency Operations
- Commercial Casualty I
- Commercial Casualty II
- Commercial Property
- Elements of Risk Management
- Life and Health Essentials
- Miscellaneous Personal Lines
- Personal Auto Exposures
- Personal Residential Property

Value of Full Scholarship: \$200

Available: Several CISR member agency scholarships will be awarded.

Eligibility: IA&B Member Agency

State: Available in PA, MD and DE

Completion Note: Agency has 1 year to use from time awarded.

Apply by:

- COB on Dec. 28, 2018, recipients announced by January 31, 2019
- COB on May 31, 2019, recipients announced by June 28, 2019

### 3. Online Scholarship

IA&B member agencies can receive a scholarship for employees to use toward any IA&B live webinars or on-demand trainings.

Value of each Scholarship: Up to \$250

Available: Several scholarships will be awarded.

Eligibility: IA&B Member Agency

State: Available in PA, MD, and DE

Completion Note: Agency has 1 year to use from time awarded.

Apply by:

- COB on Dec. 28, 2018, recipients announced by Jan. 31, 2019
- COB on May 31, 2019, recipients announced by June 28, 2019

## How to Apply

Complete an IA&B Scholarship Application and return to IA&B.

### For an application:

- Go to [IABforME.com/scholarship](http://IABforME.com/scholarship)
- Contact IA&B Events Manager Susan Zvorsky at 800-998-9644, ext. 206 or [SueZ@IABforME.com](mailto:SueZ@IABforME.com).

### Other Notes:

- Recipients can select the location and date of IA&B courses.
- IA&B does not cover the cost of any travel-related and hotel expenses.
- Except as provided herein, scholarships have no monetary value.

## Questions?

Contact IA&B  
Events Manager Susan Zvorsky  
800-998-9644, ext. 206  
[SueZ@IABforME.com](mailto:SueZ@IABforME.com)

