



Scholarship Information for Individuals

Eligibility, deadlines and more

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 each year 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

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 licensing exam.

Value of Each Scholarship: Up to \$260

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; cannot currently hold any type of insurance license. Does not need to be employed by an agency.

State: PA - Online Webinars, MD, DE - Self-Study Only

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. Must work for an IA&B member agency.

State: Available in PA, MD, and DE

Apply by: COB on August 19, 2021, recipient announced by September 17, 2021.



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. Must work for an IA&B member agency.

State: Available in PA, MD, and DE

Apply by: COB on August 19, 2021, recipient announced by September 17, 2021.



Individual Scholarship Application

I am applying for the following scholarship (please check one):

- Licensing Exam Prep (LEP) — PA - Live Webinar, MD, DE - Self Study
- CIC Designation — 5 Institutes
- CISR Designation — 5 Seminars

- If you are applying for the CIC or CISR Designation, your agency must be an IA&B Member. If you are unsure, please ask your manager or owner. You can also contact Sue Zvorsky at 800-998-9644, ext. 206 or SueZ@IABforME.com.
- Please read *Scholarship Information for Individuals* for eligibility and other guidelines.

Deadlines:

- Licensing Exam Prep: Ongoing, apply anytime
- CIC Designation & CISR Designation: COB on August 19, 2021, recipients announced on September 17, 2021.

All applicants must complete this section:

Name _____

Address _____ Address Type: Home Work

City _____ State _____ Zip Code _____

Phone (_____) _____ - _____ Phone Type: Cell Work Home

Email _____ Email Type: Home Work

Years in Insurance Business _____ How did you hear about the IA&B scholarships? _____

Provide 3 examples of volunteering or community involvement:

Organization _____	Activity _____	Date _____
Organization _____	Activity _____	Date _____
Organization _____	Activity _____	Date _____

How did you hear about the IA&B scholarships? _____

Education

High School:		
Name of High School	Received:	Diploma <input type="checkbox"/> Other <input type="checkbox"/>
Trade, College, or Professional School:		
Name of School	City, State	
Did You Graduate? Yes <input type="checkbox"/> No <input type="checkbox"/>	Degree Earned	
Name of School	City, State	
Did You Graduate? Yes <input type="checkbox"/> No <input type="checkbox"/>	Degree Earned	
Name of School	City, State	
Did You Graduate? Yes <input type="checkbox"/> No <input type="checkbox"/>	Degree Earned	

Contact Information of your Independent Insurance Agency:

- I'm applying for CISR or CIC Designations and my agency is an IA&B Member.
- I'm applying for LEP and I do not work for an agency - LEP applicants do not need to work for an agency. If your agency would like IA&B Membership information, contact Tim Wonder at 800-998-9644, ext 351 or TimW@IABforME.com.

Name of Agency _____

Agency Address _____

City _____ State _____ Zip Code _____

Phone (_____) _____ - _____

Where will you be in your career in 5 years? (50-75 words)

Are you involved with any Insurance Related Organizations? No Yes If so, which ones?

Provide two professional references (do not include relatives):

Name	Relationship
Phone () -	Email
Name	Relationship
Phone () -	Email

If you are applying for a Licensing Exam Prep Scholarship, please complete this section:

Employment

Position	Company
Dates of Employment to	Supervisor
Three (3) Main Responsibilities: 1.) _____ 2.) _____ 3.) _____	

Position	Company
Dates of Employment to	Supervisor
Three (3) Main Responsibilities: 1.) _____ 2.) _____ 3.) _____	

Position	Company
Dates of Employment to	Supervisor
Three (3) Main Responsibilities: 1.) _____ 2.) _____ 3.) _____	

Why are you looking to become licensed? (50-75 words)

Include or send a letter of recommendation from an independent insurance professional. If the owner or supervisor is not a CIC designee, please send a second letter of recommendation from a CIC designee.

If you are applying for a CIC Designation Scholarship, please complete this section:

Why do you want to earn the CIC designation? (75 words or less)

How will earning the CIC designation help you reach these goals? (75 words or less)

List Areas of Focused Education (ex - designations, topics):

- Include or send letter of recommendation from supervisor or owner.
- If owner/supervisor is not a CIC Designee, please include an additional letter of recommendation from a CIC Designee.

If you are applying for a CISR Designation Scholarship, please complete this question:

Why do you want to earn the CISR designation? (50 words or less)

- Include or send letter of recommendation from supervisor or owner.

Send Application & Letter of Recommendation:

To IA&B Event Manager Sue Zvorsky at

- Email: SueZ@IABforME.com
- Mail: IA&B, c/o Sue Zvorsky, Scholarship Application, 5050 Ritter Road, Mechanicsburg, PA 17055

Other Notes:

- Due to Covid-19, IA&B is only offering online courses. Scholarships apply to online.
- Recipients can select the location and date of IA&B courses.
- IA&B does not cover the cost of any travel related expenses or hotel.
- Except as provided herein, scholarships have no monetary value.
- Recipients can select online or in-person (if available), location and date of IA&B courses.
- Please read *Scholarship Information for Individuals* for eligibility and other guidelines.

Questions?

Contact IA&B
Event Manager
Sue Zvorsky
800-998-9644, ext. 206
SueZ@IABforME.com

