



Scholarship Information for Agencies

Eligibility, deadlines and more

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 Course

IA&B member agencies can receive a scholarship for an employee to attend one course. 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 courses 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 Aug. 12, 2022, recipients announced on Sept. 16, 2022

2. Certified Insurance Service Representative (CISR) – One Course

IA&B member agencies can receive a scholarship for an employee to attend one course. 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. Value of Each Scholarship: \$205

Available courses 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
- Personal Lines

Value of Each Scholarship: \$205

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 Aug. 12, 2022, recipients announced on Sept. 16, 2022

3. CE Webinar

IA&B member agencies can receive a scholarship for employees to use toward one IA&B live webinar.

Value of each Scholarship: Up to \$75

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 Aug. 12, 2022, recipients announced on Sept. 16, 2022

4. Sales & Marketing Seminar - One Course

IA&B member agencies can receive a scholarship for an employee to attend one Insurance Success Seminar.

Employees will get energized and learn how to generate qualified leads that will translate into sales and commission by attending an Insurance Success Seminars developed by the American Insurance Marketing and Sales Society (AIMS).

Note: The Insurance Success Seminars are part of the AIMS Certified Professional Insurance Agent (CPIA) Designation. If an insurance professional is interested in earning a CPIA Designation, they must participate in a series of three, one-day Insurance Success Seminars. There is no exam to earn this designation. Insurance professionals can attend one or all three days. Please note the scholarship will cover fees for a one-day course.

Value of Each Scholarship: \$159

Available: Several 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 Aug. 12, 2022, recipients announced on Sept. 16, 2022

How to Apply

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

To Sarah Jacoby at

- Email: SarahJ@IABforME.com
- Mail: IA&B, c/o Sarah Jacoby, Scholarship Application, 650 Wilson Lane, Suite 200, Mechanicsburg, PA 17055

Other Notes:

- Agencies must be a member of IA&B.
- An agency is eligible to receive one scholarship per category.
- An agency must complete an application for each type of scholarship that it would like to receive.
- 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

Sarah Jacoby

800-998-9644, ext. 104

SarahJ@IABforME.com





Agency Scholarship Application

Agency must be an IA&B member to apply.

My agency is applying for the following scholarship (please check one):

- CIC - One Course
- CISR - One Course
- CE Webinar - One Webinar
- CPIA - One Course

Deadlines:

- COB on Aug. 12, 2022, recipients announced on Sept. 16, 2022

Who should we contact about this scholarship? _____

Cell Phone (_____) _____ - _____ Work Phone (_____) _____ - _____

Work Email _____

Agency Name _____ Agency Years in Business _____

Agency Address _____

City _____ State _____ Zip Code _____

Please check the box to confirm that your agency is a member of IA&B. Only members are only eligible for scholarships.

Provide 3 examples of agency volunteering or community involvement:

Organization _____ Activity _____ Date _____

Organization _____ Activity _____ Date _____

Organization _____ Activity _____ Date _____

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

How will this scholarship benefit your agency? (50 words or less)

Number of Agency Employees (full & part time) _____

Send Application & Letter of Recommendation:

- To Sarah Jacoby at
- Email: SarahJ@IABforME.com
- Mail: IA&B, c/o Sarah Jacoby, Scholarship Application, 650 Wilson Lane, Suite 200, Mechanicsburg, PA 17055

Other Notes:

- Agencies must be a member of IA&B.
- 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 Agencies* for eligibility and other guidelines.

Questions?

Contact
 Sarah Jacoby
 800-998-9644, ext. 104
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