



Designation Scholarship Information

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 about \$10,000 in scholarships each year to individuals and member agencies to attend IA&B education courses.

Available Designation Scholarships

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. Certified Insurance Counselor (CIC) Program

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

Receive a scholarship to earn a CIC Designation. The CIC Program, developed by The National Alliance for Insurance Education and Research, marks and demonstrates commitment to professional excellence and leadership in the insurance industry. 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 courses (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: Up to \$2,250

Available: One Full Designation Scholarship - 5 Courses (In-Person Courses or Live Webinars)

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

To Apply: Complete IA&B Individual Scholarship Application. Submit application and letter of recommendation from supervisor or owner to IA&B. IF the supervisor or owner is not a CIC Designee, send an additional recommendation letter from a CIC Designee.

Apply by: Apply by: COB on Fri, Aug. 2, 2024, recipients announced on Fri, Sept. 6, 2024.



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.

2. Certified Insurance Service Representative (CISR) Program

Receive a scholarship to earn the CISR Designation. The CISR Program, developed by The National Alliance for Insurance Education and Research, 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
- Other Personal Lines Solutions
- Personal Auto Exposures
- Personal Residential Property

Value of Scholarship: Up to \$1,025

Available: One Full Designation Scholarship - 5 Courses (In-Person Courses or Live Webinars)

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

To Apply: Complete IA&B Individual Scholarship Application. Submit application and letter of recommendation from supervisor or owner to IA&B.

Apply by: Apply by: COB on Fri, Aug. 2, 2024, recipients announced on Fri, Sept. 6, 2024.



Designation Scholarship Application

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

- CIC Designation — 5 Courses
- CISR Designation — 5 Courses

- To apply for a Designation Scholarship, your agency must be an IA&B Member. If you are unsure, please ask your manager or owner. You can also contact Sarah Haas at 800-998-9644, ext.104 or Sarahj@IABforME.com.
- Please read *Designation Scholarship Information* for eligibility and other guidelines.

Designation Scholarships Deadline: Apply by: COB on Fri, Aug. 2, 2024, recipients announced on Fri, Sept. 6, 2024.

Complete this section:

Date _____

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:

- My agency is an IA&B Member.

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 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 Sarah Haas at

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

Other Notes:

- Recipients can select the IA&B course that fits their schedule.
- IA&B does not cover the cost of any travel related expenses or hotel.
- Except as provided herein, scholarships have no monetary value.
- Please read *Designation Scholarship Information* for eligibility and other guidelines.

Questions?

Contact
Sarah Haas
800-998-9644, ext. 104
SarahJ@IABforME.com

