



AGENT TRAINING ENROLLMENT

Agency # _____ Agency name: _____

ATTENDEE INFO

Name: _____

Email: _____

Phone: _____ Fax: _____

COURSE DESCRIPTION

ACE: Agent Continuing Education

This is a 4-day course for agency personnel, emphasizing essential CNA National product information and effective sales techniques, including:

- A comprehensive overview of CNA National's departments, product coverages and benefits
- Our claims process and philosophy
- **Dealer EquitySM** — profit participation program
- **Dealer Equity Re[®]** — tax advantages and deferred income through CFC and NCFC reinsurance structures
- Prospecting new accounts
- Making presentations and closing the sale
- Sign-ups and installations
- Servicing accounts and measuring results

NOTE: This course is required for all agents, subagents and sales representatives prior to representing CNA National.

2017 DATES (PLEASE CHECK ONE):

May 1-4 September 25-28 (First day of class starts at 1:00 pm)

LOCATION

All courses are held in our Scottsdale training center located at **4150 N Drinkwater Blvd, Suite 400, Scottsdale, AZ 85251**. (**IMPORTANT:** Please do NOT make travel arrangements until course confirmation notice is received, as CNA National is not responsible for any change fees incurred by class participants and spouses/guests.)

Please email completed form to **salessupport@cnanational.com**
or fax to **(800) 628-0781**.

Questions? Call 800.345.0191, ext 785 or contact your regional vice president of sales.