

## Train, Validate Your New Producers, Account Managers & Team Members Online

- Virtual Commercial Lines School
- Virtual Personal Lines School
- Virtual Small Business Coverage Specialist Program



### Maximize Your Time Working at Home or Social Distancing at the Office with Online Insurance Education from Hartford School of Insurance (HSI)

HSI is a recognized leader in carrier-neutral training and coaching for all experience levels. HSI provides high quality, cost-effective, multi-phase training solutions that are available in an interactive, virtual/online format for you. No software is required to download. Headsets and all learning materials are shipped to your home or office.

#### [Virtual Commercial Lines School](#)



- » June 1 - 12
- » June 8 - 19
- » June 15 - 26
- » July 6 - 17
- » July 13 - 24
- » August 10 - 21

» Virtual Commercial Lines School is a live, instructor-led program which teaches students foundational industry knowledge through a hands-on approach. This engaging and interactive virtual program is designed for new insurance professionals wanting to learn the basics of commercial lines coverage. They will gain skills to assess needs of their clients and provide effective insurance solutions.

**Who's it for:** New Producers, Account Managers  
**Length:** 2 weeks

**Enroll Now**

#### [Virtual Personal Lines School](#)

- » May 11 - 15
- » July 13 - 17
- » August 10 - 14



#### Classes Are Nearing Capacity, Enroll!

#### Virtual Small Business Coverage Specialist Program



- » May 18 - 21
- » June 22 - 25
- » July 27 - 30
- » This advanced training program improves students' mastery within the small business marketplace. Curriculum includes insurance principles, BOP (business owner's policy), commercial auto, workers compensation and more. Students also receive real-life case studies and participate in interactive activities to ensure they can provide the best coverage solutions for their clients.

**Who's it for:** Professionals with 2+ years experience

**Length:** 4 days

**Enroll Now**

View Our Training Schedule:

- » [Property & Casualty Training Schedule](#)

» Through comprehensive curriculum, highly interactive exercises and case-studies, students gain an in-depth understanding of the personal insurance coverage offerings, as well as carrier underwriting and pricing practices. Students will gain confidence by developing successful sales and service techniques to build their book of business.

**Who's it for:** New Producers, Account Managers  
**Length:** 1 week

 **Enroll Now**



*Upon completing the course, students are eligible to earn their corresponding CLCS, SBCS or PLCS designations.*

Don't just take our word for it! Read what students have said about our programs.

» [Read Our Reviews](#)

★★★★★ HSI Programs are highly rated

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