



Virtual Businessowners Fundamentals Workshop

P&C Learning and Development

Are you new to commercial sales? Do you want to sell to small business owners? Attend this virtual workshop to learn more about Nationwide's small commercial products.

What's in it for you?

- This virtual training is 3-hours a day for 3 days (Tuesday, Wednesday, Thursday), allowing you to still manage your business.
- Increase knowledge in the following areas:
 - BOP Property
 - BOP General Liability
 - Commercial Umbrella
 - Business Auto
- Review case studies focused on eligibility guidelines and fact finding (office, retail, process/service, auto service and food service).
- Fine-tune your sales skills to keep your commercial pipeline filled.

More Benefits

Continuing Education credit(s) may be available depending on your state.

In order to receive your credit hours, you must:

- attend all three days
- answer polling questions each day

Who May Attend?

Property & Casualty licensed agents who are new to commercial insurance or are looking to refresh skills.

Enrollment Details

There is no cost to attend this virtual workshop, however Continuing Education credit will be charged a \$20 fee*

Click the course dates below to register

[March 21st-23rd, 2023 1PM ET](#)

[May 2nd-4th, 2023 10AM ET](#)

Continuing Education credit processed by The Nationwide Academy will be charged a \$20 service fee to be deducted from the primary agency number provided on the registration form

For questions, Contact P&C Learning and Development
salestraining@nationwide.com