



Nationwide Commercial Producer Program

P&C Learning and Development

This 14-week blended learning program contains Businessowners and Commercial Package product knowledge, Commercial Lines Coverage Specialist (CLCS) designation preparation, sales skills and mentoring. Commercial learning programs are customized for each learner based on assessments of pre-and post-program knowledge levels.

*Note: Accelerated version is condensed to 7-weeks with CLCS as an optional offering.

Why join us?

- **White Glove Consulting** with industry experts who build *individually customized* learning plans
- **Comprehensive case studies** to reinforce all content learned throughout the program
- **Continuous reinforcement** of materials before, during, and after the formal program is complete
- Acquire the **sales skills** and **product knowledge** to help grow commercial sales
- Obtain the **CLCS designation**

Cost to you

The cost for the 14-week course is \$1,500, the accelerated version without CLCS is \$700. The program is co-op eligible. Face-to-face session is planned for the June offering at the Nationwide Conference Center in Columbus, Ohio. Participants who attend the face-to-face session will incur travel costs, including travel, room and board.

Who May Attend?

This program is customized for entry level commercial producers who would like a refresher in product and/or sales acumen.

Enrollment Details

14-week course: \$1,500 + travel (if applicable)

7-week course: \$700 (CLCS may be added for \$450)

2023 Offerings

January 23-March 13 *7-week course
(Virtual classroom week February 27-March 3)

March 6-June 5 *14-week course
(Virtual classroom week May 15-19)

June 12-September 11 *14-week course
(Face-to-face classroom week August 21-25 in Columbus, OH)

September 11-December 8 *14-week course
(Virtual classroom week November 6-10)

Register Now!

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For questions, Contact P&C Learning and Development
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