

**2010 Insurance Continuing Education Schedule**

**Jim Sholar, CLU, ChFC**  
**Southern Insurance Training**

Provider # S 15973  
 PO Box 1984, Dunn, NC 28335

910.891.8166 phone      877.725.5551 fax

Email: [jsholar@nc.rr.com](mailto:jsholar@nc.rr.com)

Online and self-study courses are also available at  
[www.SouthernInsuranceTraining.com](http://www.SouthernInsuranceTraining.com)

Day 1		Day 2	
Class 1	Class 2	Class 3	Class 4
<u>Ethics</u> <u>2010</u>	<u>Commercial</u> <u>Insurance</u>	<u>Insurance</u> <u>Products</u>	<u>E &amp; O</u> <u>Update</u>
Course # 03134	Course # 03133	Course # 03135	Course # 03136
Ethics Course	General Course	General Course	General Course
3 credit hours	3 credit hours	3 credit hours	3 credit hours
These courses are approved for all types of NC insurance licenses and are rated "A"			
Course Times 9:00 am to 11:50 am	Course Times 1:00 pm to 3:50 pm	Course Times 9:00 am to 11:50 am	Course Times 1:00 pm to 3:50 pm

City	Location	Hotel Phone #	Date	Date	Date	Date
Dunn	Hampton Inn, I-95 @ Exit 73	910.892.4333	Tues., Jan. 12	Tues., Jan. 12	Wed., Jan. 13	Wed., Jan. 13
Wallace	Holiday Inn Exp., I-40 @ Exit 385	910.285.9200	Tues., Jan. 19	Tues., Jan. 19	Wed., Jan. 20	Wed., Jan. 20
Fuquay-Varina	Comfort Inn, 7616 Purfoy Rd.	919.557.9000	Wed., Jan. 27	Wed., Jan. 27	Thur., Jan. 28	Thur., Jan. 28
Wilmington	Holiday Inn - 5032 Market St.	910.392.1101	Tues., Feb. 2	Tues., Feb. 2	Wed., Feb. 3	Wed., Feb. 3
Burlington	Hampton Inn, I-40 & I-85 @ Exit 141, 2935 Saconn Dr.	336.584.8585	Tues., Feb. 9	Tues., Feb. 9	Wed., Feb. 10	Wed., Feb. 10
Clinton	Comfort Inn, 1412 Sunset Ave.	910.592.8220	Tues., Feb. 16	Tues., Feb. 16	Wed., Feb. 17	Wed., Feb. 17
Winston-Salem	Comfort Suites I-40 @ Exits 189 or 190	336.774.0805	Wed., Feb. 24	Wed., Feb. 24	Thur., Feb. 25	Thur., Feb. 25
Raleigh	Holiday Inn - North Capital Blvd. at 2805 Highwoods Blvd.	919.872.3500	Tues., March 2	Tues., March 2	Wed., March 3	Wed., March 3
**Thomasville**	**New Location** - Baptist Children's Home Mills Campus - Broyhill Building # 8 305 Kesler Drive	336.474.1200	Tues., March 9	Tues., March 9	Wed., March 10	Wed., March 10
**Durham**	**New Location** - Courtyard by Marriott 1815 Front St.	919.309.1500	Tues. March 16	Tues. March 16	Wed., March 17	Wed., March 17
Apex	Holiday Inn Express US 1 & NC 55, 1006 Marco Dr.	919.387.3636	Tues., March 23	Tues., March 23	Wed., March 24	Wed., March 24
Rocky Mount	Comfort Inn, Hwy. 64 @ Winstead Ave.	252.937.7765	Tues., Apr. 13	Tues., Apr. 13	Wed., Apr. 14	Wed., Apr. 14
Asheville	Holiday Inn Express, I-26 @ Exit 33	828.665.6519	Tues., Apr. 20	Tues., Apr. 20	Wed., Apr. 21	Wed., Apr. 21
**Morehead City**	**New Location** Crystal Coast Civic Center Building 203 Room 1, 3505 Arendell St.	252.247.3883	Tues., Apr. 27	Tues., Apr. 27	Wed., Apr. 28	Wed., Apr. 28
Greensboro	Comfort Suites Airport 7619 Thorndike Rd., I - 40 @ Exit 210	336.882.6666	Tues., May 4	Tues., May 4	Wed., May 5	Wed., May 5
Goldsboro	Hampton Inn, 905 N. Spence Ave.	919.778.1800	Tues., May 11	Tues., May 11	Wed., May 12	Wed., May 12
Salisbury	Comfort Suites 1040 E. Inns St., I -85 @ Exit 76	704.630.0065	Tues., May 18	Tues., May 18	Wed., May 19	Wed., May 19
**Fayetteville**	**New Location** - Holiday Inn I-95 @ Exit 49	910.323.1600	Tues., May 25	Tues., May 25	Wed., May 26	Wed., May 26

Register today. Just circle the dates that fit your schedule. Complete the form below and mail this entire page with your check (sorry, no credit or debit cards) to:  
 Southern Insurance Training, PO Box 1984, Dunn, NC 28335

Tuition: 1 course (3 hours) = \$50    2 courses (6 hours) = \$90    3 courses (9 hours) = \$125    4 courses (12 hours) = \$150    Tuition rates are per person.

Print name, (Exactly as on insurance license):		National Producer Number (NPN) (available from <a href="http://www.ncdoi.com">www.ncdoi.com</a> )			
Home Mailing Address:		City:		State:	Zip:
Home Phone with area code:			Work Phone with area code:		
Preferred Email Address:					
Company / Agency Name:					
Work Mailing Address:		City:		State:	Zip:

*I do not send confirmations, unless requested.*

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<p><b>Jim Sholar, CLU, ChFC</b>  <b>Southern Insurance Training</b>                  Provider # S 15973                  PO Box 1984, Dunn, NC 28335</p> <p>910.891.8166 phone      877.725.5551 fax</p> <p>Email: <a href="mailto:jsholar@nc.rr.com">jsholar@nc.rr.com</a></p> <p>Online and self-study courses are also available at  <a href="http://www.SouthernInsuranceTraining.com">www.SouthernInsuranceTraining.com</a></p>	Day 1		Day 2	
	Class 1	Class 2	Class 3	Class 4
	<u>Ethics</u> <u>2010</u>	<u>Commercial</u> <u>Insurance</u>	<u>Insurance</u> <u>Products</u>	<u>E &amp; O</u> <u>Update</u>
	Course # 03134	Course # 03133	Course # 03135	Course # 03136
	Ethics Course	General Course	General Course	General Course
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City	Location	Hotel Phone #	Date	Date	Date	Date
Asheboro	Holiday Inn Express, 1113 E. Dixie Dr.	336.636.5222	Tues., July 27	Tues., July 27	Wed., July 28	Wed., July 28
Wilmington	Holiday Inn - 5032 Market St.	910.392.1101	Tues., Aug. 3	Tues., Aug. 3	Wed., Aug. 4	Wed., Aug. 4
Asheville	Holiday Inn Express, I-26 @ Exit 33	828.665.6519	Tues., Aug. 10	Tues., Aug. 10	Wed., Aug. 11	Wed., Aug. 11
Greenville	Holiday Inn Express, 909 Moye Blvd	252.754.8300	Tues., Aug. 17	Tues., Aug. 17	Wed., Aug. 18	Wed., Aug. 18
Apex	Holiday Inn Express US 1 & NC 55, 1006 Marco Dr.	919.387.3636	Tues., Sept. 14	Tues., Sept. 14	Wed., Sept. 15	Wed., Sept. 15
Concord	Holiday Inn Express, I-85 @ Exit 49	704.979.7900	Tues., Sept. 21	Tues., Sept. 21	Wed., Sept. 22	Wed., Sept. 22
**Wilson**	**New Location** Country Inn & Suites, I-95 @ Exit 121	252.281.5501	Tues., Sept. 28	Tues., Sept. 28	Wed., Sept. 29	Wed., Sept. 29
**Durham**	**New Location** - Courtyard by Marriott 1815 Front St.	919.309.1500	Tues., Oct. 5	Tues., Oct. 5	Wed., Oct. 6	Wed., Oct. 6
Goldsboro	Hampton Inn, 905 N. Spence Ave.	919.778.1800	Tues., Oct. 12	Tues., Oct. 12	Wed., Oct. 13	Wed., Oct. 13
Clayton - Garner	Sleep Inn, I-40 @ Exit 312	919.772.7771	Tues. Oct. 26	Tues. Oct. 26	Wed., Oct. 27	Wed., Oct. 27
Winston-Salem	Comfort Suites I-40 @ Exits 189 or 190	336.774.0805	Tues., Nov. 2	Tues., Nov. 2	Wed., Nov. 3	Wed., Nov. 3
Burlington	Hampton Inn, I-40 & I-85 @ Exit 141, 2935 Saconn Dr	336.584.8585	Tues., Nov. 9	Tues., Nov. 9	Wed., Nov. 10	Wed., Nov. 10
**Fayetteville**	**New Location** - Holiday Inn I-95 @ Exit 49	910.323.1600	Tues., Nov. 16	Tues., Nov. 16	Wed., Nov. 17	Wed., Nov. 17
Wilmington	Holiday Inn - 5032 Market St.	910.392.1101	Tues., Nov. 30	Tues., Nov. 30	Wed., Dec. 1	Wed., Dec. 1
Raleigh	Holiday Inn - North Capital Blvd. at 2805 Highwoods Blvd.	919.872.3500	Tues., Dec. 7	Tues., Dec. 7	Wed., Dec. 8	Wed., Dec. 8

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Print name, (Exactly as on insurance license):			National Producer Number (NPN) (available from <a href="http://www.ncdoi.com">www.ncdoi.com</a> )			
Home Mailing Address:			City:		State:	Zip:
Home Phone with area code:			Work Phone with area code:			
Preferred Email Address:						
Company / Agency Name:						
Work Mailing Address:			City:		State:	Zip:

*I do not send confirmations, unless requested.*

## 2010 Insurance Continuing Education Schedule

Hello, my name is Jim Sholar. I am the owner of Southern Insurance Training. I started this company in 2001 after spending nearly twenty years in the insurance agency business. Southern Insurance Training is a one person company. I prepare all of the classroom courses and I present all of the classes. I also take care of all of the administrative work. If you ever have any concerns about Southern Insurance Training, just give me a call.

While I believe an agent has a lot to gain by attending CE classes with other agents, I know that some prefer to take classes online. In an effort to provide online courses for my clients, I have partnered with WebCE to provide both online and self-study courses, in addition to my classroom courses. Information about these new online courses is available at my website, [www.SouthernInsuranceTraining.com](http://www.SouthernInsuranceTraining.com). If you would, please pass this information along to those in your office who take online courses. Again, I appreciate your help.

More than 3,100 agents and adjusters from across the state have attended my classes since 2001. I have been very fortunate to have met such fine folks and to have them return year after year. Those who attend my classes have told me that they really learned something and had a good time in the process.

If you have been with me before, thank you and please come again this year. If you have never attended one of my classes, please give me a try.

Sincerely,  
*Jim Sholar*

These courses are approved for all types of NC insurance licenses and are rated "A".

Day 1	Course Title	Course Description	ICECs
Course # 03134	Ethics 2010	This course meets the mandatory requirement for ethics in 2010	3 hours - Ethics
Course # 03133	Commercial Insurance	A review of general liability insurance	3 hours - General
Day 2	Course Title	Course Description	ICECs
Course # 03135	Insurance Products	An introduction to life and annuity products	3 hours - General
Course # 03136	E & O Update	A discussion of E & O topics facing insurance agents	3 hours - General

### Tuition

Tuition rates are per person	
1 course (3 hours) = \$50	2 courses (6 hours) = \$90
3 courses (9 hours) = \$125	All 4 courses (12 hours) = \$150
Each course is approved for 3 credit hours	
I am happy to send an email confirmation of registration if requested	Class size is limited, walk-ins are welcome if space permits

### Refund and Cancellation Policy

If you pre-register and need to cancel in advance of the class, I will refund your tuition or you may reschedule for any future class. Refunds will not be made for "No Shows" on the day of a class. I do reserve the right to cancel a class for inadequate registrations and will make every effort to notify you at least five days in advance of a cancellation. Refunds will be mailed if I cancel a class or you may reschedule.

### Attendance policy

Since my courses require no exams, the Department of Insurance requires you to be present for the entire course in order to receive credit for the class. Please be on time at the beginning of each course and please return from breaks on time also. Late arrivals cannot be admitted.

### Courses

All of my classroom courses are new for 2010 and have been approved by the NC Department of Insurance and have been rated "A" by the Department of Insurance. This means that my courses are designed for the agent with at least one year or more of experience. I offer only newly approved classroom courses each year. This means you never have to worry about repeating one of my classroom courses.

### Private Groups

I have open dates on my schedule to accommodate private groups. Please contact me if you have an interest in scheduling courses for your company or agency. Discounts are available for groups who provide the meeting facilities. I do ask for a ten person minimum and a minimum of six credit hours for your group.

### SOUTHERN INSURANCE TRAINING

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