



BIG I MONTANA'S LEARNING TRACKS

NEW PRODUCER TRAINING SALES CONCENTRATION

TRAINING PATHWAY: PROFESSIONAL RISK CONSULTANT (PRC)

STEP ONE:

PRC 110: INSURANCE FOUNDATIONS FOR AGENTS & BROKERS

ETHICS 311: ETHICAL DECISION MAKING IN RISK & INSURANCE

STEP TWO:

PRC 111: RECOMMENDING COVERAGE SOLUTIONS

STEP THREE:

M-AB 122: HELPING CLIENTS PREPARE FOR THE WORST

M-AB 125: LEADING AND COACHING SKILLS

M-AB 133: EXCELLING AT ACCOUNT MANAGEMENT

EXAM REQUIRED, INCLUDED IN LEARNING TRACK PRICING

BENEFITS

- Discounts with your BIG I MONTANA membership
- ALL courses include CE credit
- All courses count toward a designation and have pathways to other designations, making this a foundation for many different building blocks.
- No annual fees or future exams for this designation.

RETAIL COST: \$1,373

BIG I MONTANA MEMBER COST: \$950

SIGN UP NOW

contact BIG I MONTANA for more information

303-512-0627

www.iiamt.org

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