

ON DEMAND  
LEARNING  
24/7

# FOREMOST EDUCATION® CURRENT. CONVENIENT. CHOICE.

Our goal is to help you grow your skills so you can grow your agency. Foremost Education hosts a variety of insurance courses and sales training to help you identify customer opportunities and approach customers effectively. Whether you're a new or seasoned agent, we offer an assortment of learning opportunities, so you can choose what you want, when you want, like:

## CONTINUING EDUCATION

Get CE credit, engaging courses with no hidden fees!



## FREE COURSES

Choose from a wide range of courses on product, sales skills and more!



## INSURANCE ESSENTIALS SERIES

Accredited courses from the Insurance Institutes of America (IIA), conveniently offered at a discount through Foremost Education!



## SALES AND PRODUCT TRAINING WORKSHOPS

Private training sessions tailored to your agency!



## SPECIALIST DESIGNATION PROGRAMS

For the dedicated agent who wants to improve customer experience and enhance their reputation, earn a Specialist Designation!



## WEBINARS

Learn and get your questions answered in a live webinar!





# FREE COURSES

Foremost Education offers several courses at no cost that offer interactive learning and applicable material to help you better serve your customers. These courses are a great opportunity to learn more about the insurance industry and can also be used as training tools for your agency.

➡ Search by course name or product in Foremost Education to access these courses.

## PROPERTY PRODUCTS

- Capitalize on Manufactured Home Opportunities (20m)
- Common Manufactured Home Endorsements (pdf)
- Dwelling Fire and Specialty Homeowner: Underwriting and Procedure Tips (25m)
- Dwelling Fire Loss Settlement Options (pdf)
- Flexible Solutions for Difficult Property Risks (3m)
- Insuring Landlords and Rental Properties (25m)
- Insuring Manufactured Homes (25m)
- Insuring Transitional Investment Properties (15m)
- Insuring Vacant Properties (15m)
- Insuring Vacation and Short Term Rentals (20m)
- Loss of Rents and Loss of Rental Income (pdf)
- Manufactured Home Coverage Comparison (pdf)
- Manufactured Home Marketing Tips (pdf)
- Manufactured Home Replacement Cost Estimator Tips (10m)
- Owner Occupied Manufactured Home Underwriting Tips (15m)
- Property Products Overview (15m)
- Quoting and Issuing Manufactured Homes (pdf)
- Quoting and Issuing Rental and Vacant (pdf)
- Selling Manufactured Home (15m)
- Selling Rental and Vacant (45m)
- Solutions for your Dwelling Fire and Specialty Homeowner Customers (25m)
- Specialty Property Lines Growth Opportunities (9m)
- Wildfire Exposure\* (10m)

## RECREATIONAL PRODUCTS

- Fact Sheet – Foremost Choice Marine (pdf)
- Foremost Choice Marine Compared to Other Carriers (pdf)
- Foremost Choice Marine – It's All in the Details (5m)
- Foremost Choice Marine Quoting and Issuing (15m)
- Foremost Choice Marine Underwriting and Procedure Tips (25m)
- Insuring Foremost Choice Marine (15m)
- Insuring Foremost Choice Motorcycle (20m)
- Insuring Foremost Choice Off-Road Vehicle (30m)
- Marine Choice vs Homeowner Policy Highlights (pdf)
- Quoting and Issuing Motorcycle and Off-Road Vehicle (20m)
- Selling Marine (40m)
- Snowmobile vs Homeowner Policy Highlights (pdf)
- Travel Trailer vs Auto Policy Comparison (pdf)





## FEATURED COURSE!

### FOREMOST SITUATION BASED SELLING

To capture your fair share of business, you must have superior selling skills. This course introduces our proprietary sales model. You'll learn to effectively:

- **Engage prospects and customers**
- **Overcome objections and concerns**
- **Convert a greater number of prospects to insureds**

We want to help you experience a higher quote-to-close ratio and build lasting customer relationships. Check out this free course now!

### AGENCY SALES, MARKETING AND MANAGEMENT

- Foremost Means More – An Introduction (30m)
- How to Hire and Retain Top Talent (6m)
- Managing Your Agency with Social Media (3m)
- Manufactured Home Marketing Tips (pdf)
- Policy Basics (15m)
- **Situation Based Selling – Improve Your Sales Skills (45m)**
- The Quick No Hassle Solution to Online Marketing (4m)

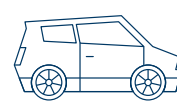
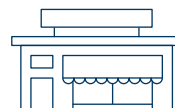
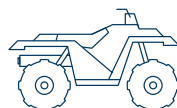
### SMALL BUSINESS

- ForemostProducers.com for Business Insurance (15m)
- Insuring Habitational\* (20m)
- Insuring Restaurants (20m)
- Products and System Insights (13m)
- Quoting and Issuing Business Insurance (pdf)
- Understanding Your Commission Statement and 1099 (7m)



### AUTO

- Foremost Personal Auto Billing Process (12m)
- Insuring Foremost Personal Auto (20m)
- Personal Auto Customer Text Alerts (5m)
- Personal Auto eSignature (5m)
- Preventing Auto Insurance Fraud (15m)
- Quoting and Issuing Auto (pdf)





# CONTINUING EDUCATION

With Foremost Continuing Education (CE) you'll enjoy daily course credit reporting, relevant courses, no hidden fees and immediate certificate generation\*! We even have package pricing available - save 20% when you sign up for three courses!

➔ Use the filter in the Find Courses tab and choose "Yes" next to CE Credit to check out our extensive list of CE courses offered at competitive prices.

Online Access 24/7

Daily Course Credit Reporting

96% Satisfied with Foremost Ed

No Hidden Fees!!



## CONTINUING EDUCATION COURSES

- CE Dwelling Fire and Specialty Homeowners
- CE Ethics in Insurance and Business
- CE Homeowners
- CE Manufactured Home
- CE Marine Choice®
- CE Motorcycle
- CE Motor Home
- CE Off-Road Vehicle
- CE Oklahoma Earthquake
- CE Oregon Law
- CE Personal Auto
- CE Rental Reimbursement (FREE)
- CE Travel Trailer
- CE IIA Basic Ethics for Insurance Professionals for Classroom Equivalent
- CE IIA Business Owners Policy
- CE IIA California Homeowners Valuation
- CE IIA Commercial Auto Insurance Fundamentals
- CE IIA Commercial Property
- CE IIA Commercial Property from Primary to Secondary Markets
- CE IIA Comprehensive General Liability
- CE IIA eCoverage
- CE IIA FEMA Flood Coverage
- CE IIA Flood Insurance
- CE IIA Florida Insurance Legislation
- CE IIA Florida 5-Hour Law & Ethics: General Lines
- CE IIA Fraud in the Property Casualty Insurance Industry
- CE IIA Fraud in the Property Casualty Insurance Industry for Classroom Equivalent
- CE IIA Insurance Fraud Basics
- CE IIA Insurance Principle and Policies
- CE IIA Introduction to Personal Umbrella for Classroom Equivalent
- CE IIA Natural Disasters Coverage Issues
- CE IIA Products Liability
- CE IIA Terrorism and its Impact on Insurance
- CE IIA Terrorism and its Impact on Insurance for Classroom Equivalent
- CE IIA Workers Compensation
- CE IIA The Insurance Policy
- CE IIA Understanding the Industry of Insurance
- CE IIA Underwriting Personal Auto Insurance

Use this discount code for a FREE CE course

**CEFREE**

Get an extra casualty CE course free with

**TOYS**

Buy three courses and receive

**20% OFF**





# THE INSURANCE ESSENTIALS SERIES

Foremost Education offers a series of courses from the Insurance Institutes of America (IIA), known for delivering proven knowledge solutions that drive powerful business results in the insurance industry. Because we work directly with IIA, we offer these courses at a 33% discount! There are basic personal and commercial lines courses for those new to the industry as well as advanced courses for those looking for more in-depth application.

➡ Search "IIA" in Foremost Education to register for these courses.\*

33%

THESE COURSES ARE OFFERED  
AT A 33% DISCOUNT!



PROVEN KNOWLEDGE  
SOLUTIONS



UNDERSTAND THE "WHY" OF  
RISK MANAGEMENT, NOT JUST  
THE "HOW"

## INSURANCE FUNDAMENTALS

- IIA Claims Handling Fundamentals
- IIA Insurance Business Fundamentals
- IIA Insurance Essentials
- IIA Insurance Ratemaking Fundamentals
- IIA Subrogation
- IIA Underwriting Fundamentals

## COMMERCIAL PROPERTY AND LIABILITY

- IIA Business Income Insurance
- IIA Business Income Losses
- IIA Business Owners Policy
- IIA Commercial Auto
- IIA Commercial Crime Insurance
- IIA Commercial Excess and Umbrella Liability Coverage
- IIA Commercial General Liability Insurance
- IIA Commercial Inland Marine
- IIA Commercial Insurance Overview
- IIA Commercial Property Insurance
- IIA Coverage Disputes
- IIA Equipment Breakdown Insurance
- IIA Miscellaneous Commercial Coverages
- IIA Ocean Marine Insurance
- IIA Product Liability
- IIA Professional Liability Coverage
- IIA Merchandise Losses

## WORKERS COMPENSATION

- IIA Concluding Workers Compensation Claims
- IIA Investigating Medical Issues
- IIA Investigating Coverage and Compensability
- IIA Notice of Injury and Coverage Analysis
- IIA Others Workers Compensation Issues
- IIA Overview of Workers Compensation
- IIA Permanent Disability Benefits
- IIA Statutory Standards
- IIA Temporary Disability and Medical Benefits
- IIA Workers Compensation and Employer Liability Policy
- IIA Workers Compensation Statutes

\*There are no CE credits associated with these IIA courses.



# WEBINARS

Join Foremost Education for a live webinar and get your questions answered by our knowledgeable instructors! If you're looking for in-depth information about Foremost Specialty, Auto and Business products, then a webinar might be a great training choice for you. You'll learn about different features, benefits, available discounts and how to look for new market opportunities, quote and submit business.

➔ Go to [www.ForemostAgent.com/Education](http://www.ForemostAgent.com/Education) and click on the webinar links to register.

## JOIN US FOR A WEBINAR!

- Foremost Specialty
- Foremost Personal Auto
- Foremost Business Insurance



## SALES AND PRODUCT TRAINING WORKSHOPS

Foremost offers a unique opportunity for a learning session in your agency, targeted to areas where you can grow. Work with your Foremost Marketing Representative to schedule a workshop in order to improve staff sales skills or increase knowledge in a certain product line. They'll not only create an agenda specific to what your agency wants, they'll lead you through the program and help you get real results that can benefit your agency immediately.

### CHOOSE TOPICS THAT FIT GROWTH AREAS OF YOUR AGENCY LIKE:

- Exploring New Roads with Personal Auto
- Growing in the Landlord and Rental Property Market
- Home Sweet Manufactured Home
- Open for Your Small Business
- Rev It Up with Recreational Products

### SALES SKILL WORKSHOPS:

- Boats and Personal Watercraft
- Landlord and Rental Properties
- Manufactured Homes





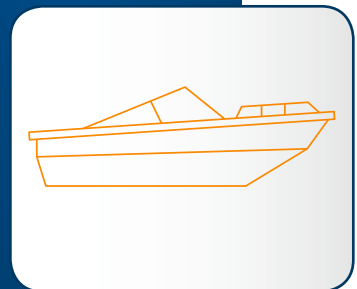
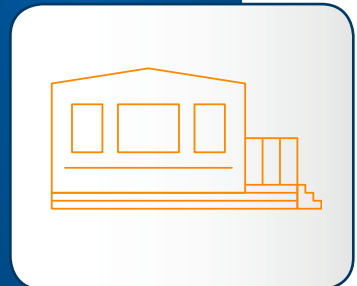
# SPECIALIST DESIGNATIONS

A Foremost Specialist Designation is recognition you receive once you complete the unique and comprehensive training programs that give you both the product and underwriting knowledge to be a specialist in these growing insurance markets. As a specialist, you'll help your customers choose the right coverage for their risks. And it makes sense that customers who have the right coverage are happier customers who'll stay with your agency longer. This program gives you access to a variety of educational courses which are key to skill attainment and long-term retention. You won't just memorize facts, you'll develop your knowledge and ability. Designation programs are only offered a few times during the year.

➡ Search "Specialist" in Foremost Education to enroll or reserve a spot for the next program available.



- Improve your sales skills
- Higher close rate
- Increased customer satisfaction
- Higher household density
- Enhanced professional reputation



## FOREMOST OFFERS THE FOLLOWING DESIGNATIONS:

- ✓ **Landlord and Rental Property Insurance Specialist Designation**
- ✓ **Manufactured Home Insurance Specialist Designation**
- ✓ **Foremost Choice Marine Insurance Specialist Designation**





# GO TO FOREMOST EDUCATION

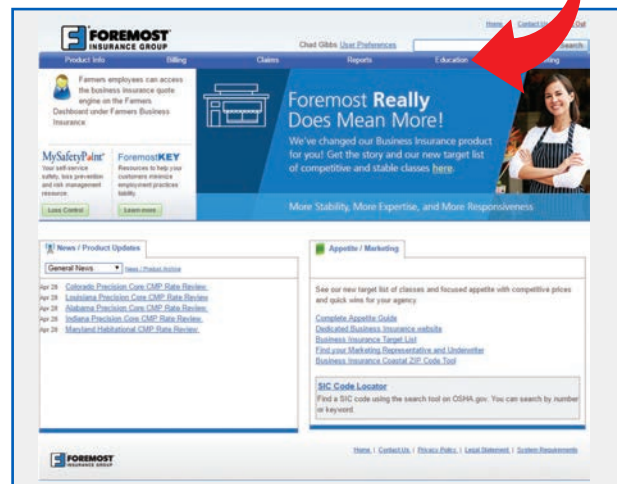
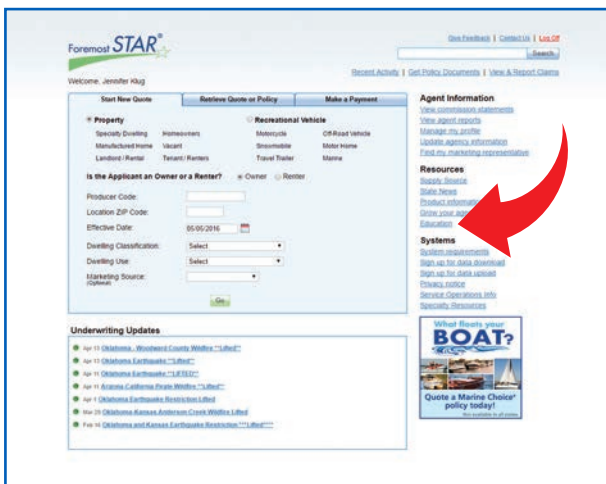
NEED HELP? Call 1-616-956-3894 or email [education@foremost.com](mailto:education@foremost.com)



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OR

If you're already logged into **ForemostSTAR.com** or **ForemostProducers.com**, look for Education to go directly to Foremost Education.



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