

BROKER ACADEMY PROGRAMME 2012 (ALL REGIONS INCLUDING LONDON)

The CII Broker Academy is bringing first-class training to your region. Below are details of forthcoming Face-to-Face regional training events in 2012.

The programme was developed in consultation with local brokers to ensure it reflects local needs.

These courses:

- Address key technical and business issues
- Helps to fill the skills gaps which stop you maximising staff potential
- Are affordable - courses cost from £99

To find out more, contact us on 01372 361177 or visit our website at www.searchlightsolutions.co.uk. You can book places on line, by phone or by requesting a booking form. Our email address is brokeracademy@ssluk.net

Technical Insurance	Level	Venue	Date	Standard Price	Discounted Price
Application of Insurance Principles	Introduction	London	09 Feb 12	£150.00	n/a
	Introduction	London	02 May 12	£150.00	n/a
	Introduction	London	03 Oct 12	£150.00	n/a
Business Interruption Insurance	Introduction	London	15 Feb 12	£150.00	n/a
	Introduction	London	26 Apr 12	£150.00	n/a
	Introduction	Manchester	10 Jul 12	£120.00	£99.00
	Introduction	London	09 Oct 12	£150.00	n/a
Business Interruption Insurance	Intermediate	Bristol	03 Feb 12	£120.00	£99.00
	Intermediate	London	16 Feb 12	£150.00	n/a
	Intermediate	Edinburgh	17 May 12	£120.00	£99.00
	Intermediate	London	14 Jun 12	£150.00	n/a
	Intermediate	Surrey	20 Jun 12	£120.00	£99.00
	Intermediate	Manchester	10 Jul 12	£120.00	£99.00
Business Interruption Insurance	Advanced	Norwich	14 Feb 12	£130.00	£109.00
	Advanced	Leicester	16 May 12	£130.00	£109.00
	Advanced	London	13 Jul 12	£170.00	n/a
	Advanced	Birmingham	02 Oct 12	£130.00	£109.00
	Advanced	London	28 Nov 12	£170.00	n/a
CII Diploma in Insurance Revision Day (PO5)	n/a	Birmingham	02 Feb 12	£120.00	£99.00
Claims	Introduction	Surrey	24 Apr 12	£120.00	£99.00
	Introduction	London	19 Jun 12	£150.00	n/a
Claims	Intermediate	Reading	17 Jan 12	£120.00	£99.00
	Intermediate	London	16 Feb 12	£150.00	n/a
Claims Fraud	Intro/Interm	Edinburgh	25 Apr 12	£120.00	£99.00

Commercial Insurance	Introduction	Manchester	09 Feb 12	£120.00	£99.00
	Introduction	London	05 Mar 12	£150.00	n/a
	Introduction	London	25 Sep 12	£150.00	n/a
Commercial Insurance	Intermediate	Bristol	22 Feb 12	£120.00	£99.00
	Intermediate	London	03 Jul 12	£150.00	n/a
	Intermediate	Reading	06 Nov 12	£120.00	£99.00
Commercial Insurance Broking – What the text books don't tell you	Introduction	London	07 Feb 12	£150.00	n/a
	Introduction	Manchester	03 Apr 12	£120.00	£99.00
	Introduction	Leeds	16 May 12	£120.00	£99.00
Commercial Insurance Packages	Introduction	London	20 Jan 12	£150.00	n/a
	Introduction	Manchester	22 May 12	£120.00	£99.00
	Introduction	London	15 Jun 12	£150.00	n/a
	Introduction	Reading	11 Dec 12	£120.00	£99.00
Commercial Property Insurance	Introduction	London	07 Mar 12	£150.00	n/a
	Introduction	Birmingham	17 Apr 12	£120.00	£99.00
	Introduction	Manchester	17 May 12	£120.00	£99.00
	Introduction	London	23 Aug 12	£150.00	n/a
Commercial Property Insurance	Intermediate	London	10 May 12	£150.00	n/a
	Intermediate	Manchester	23 May 12	£120.00	£99.00
	Intermediate	Leeds	11 Jul 12	£120.00	£99.00
	Intermediate	Belfast	07 Aug 12	£120.00	£99.00
	Intermediate	London	07Nov 12	£150.00	n/a
Commercial Property Insurance	Advanced	Bristol	02 Feb 12	£130.00	£109.00
	Advanced	Edinburgh	21 Jun 12	£130.00	£109.00
	Advanced	Surrey	02 Aug 12	£130.00	£109.00
Construction Insurance	Introduction	Surrey	02 Feb 12	£120.00	n/a
	Introduction	Manchester	09 Feb 12	£120.00	£99.00
	Introduction	London	11 May 12	£150.00	n/a
	Introduction	London	08 Nov 12	£150.00	n/a
Contract Works Insurance	Intermediate	Birmingham	17 Jan 12	£120.00	£99.00
	Intermediate	Belfast	13 Jun 12	£120.00	£99.00
	Intermediate	Manchester	19 Jun 12	£120.00	£99.00
	Intermediate	Leeds	20 Jun 12	£120.00	£99.00
	Intermediate	London	21 Jun 12	£150.00	n/a
	Intermediate	Reading	09 Oct 12	£120.00	£99.00
	Intermediate	London	04 Dec 12	£150.00	n/a
Contractors All Risks Insurance	Introduction	Birmingham	18 Jan 12	£120.00	£99.00
Contractors All Risks Insurance	Intermediate	Bristol	25 Apr 12	£120.00	£99.00
Contractors Insurance	Advanced	London	17 Jan 12	£170.00	n/a
	Advanced	Manchester	25 Jan 12	£130.00	£109.00
	Advanced	Belfast	12 Jun 12	£130.00	£109.00
	Advanced	London	04 Oct 12	£170.00	n/a
	Advanced	Glasgow	07 Nov 12	£130.00	£109.00
Contract Works – JCT Made Simple	Intermediate	London	17 Apr 12	£150.00	n/a
	Intermediate	London	09 Oct 12	£150.00	n/a

Contractors Liability Insurance	Introduction	London	25 Oct 12	£150.00	n/a
Contractors Liability Insurance	Intermediate	Birmingham	18 Apr 12	£120.00	£99.00
	Intermediate	London	27 Jun 12	£150.00	n/a
Cyber Risks Insurance	Introduction	Leicester	16 Oct 12	£120.00	£99.00
Directors and Officers Liability Insurance	Introduction	London	08 Feb 12	£150.00	n/a
	Introduction	Manchester	17 Jul 12	£120.00	£99.00
	Introduction	London	22 Aug 12	£150.00	n/a
Directors and Officers Liability Insurance	Intermediate	London	08 Mar 12	£150.00	n/a
	Intermediate	Bristol	21 Mar 12	£120.00	£99.00
	Intermediate	Norwich	05 Apr 12	£120.00	£99.00
	Intermediate	Birmingham	04 Sep 12	£120.00	£99.00
	Intermediate	Glasgow	20 Mar 12	£120.00	£99.00
	Intermediate	London	05 Sep 12	£150.00	n/a
Directors and Officers Liability Insurance	Advanced	London	12 Jun 12	£170.00	n/a
	Advanced	London	05 Dec 12	£170.00	n/a
Engineering Insurance and Inspection	Introduction	Manchester	09 May 12	£120.00	£99.00
	Introduction	London	08 Feb 12	£150.00	n/a
Engineering Insurance and Inspection	Intermediate	Belfast	20 Mar 12	£130.00	£109.00
	Intermediate	Birmingham	04 Apr 12	£130.00	£109.00
Environmental Insurance Risks	Advanced	London	04 Jul 12	£170.00	n/a
Environmental Impairment Insurance	Intermediate	Leicester	08 Jun 12	£120.00	£99.00
Environmental Insurance	n/a	Glasgow	02 May 12	£120.00	£99.00
Farming Insurance	Introduction	Surrey	22 Feb 12	£120.00	£99.00
	Introduction	Bristol	03 Jul 12	£120.00	£99.00
	Introduction	Manchester	28 Nov 12	£120.00	£99.00
Farming Insurance	Intermediate	Leeds	27 Nov 12	£120.00	£99.00
Freight Forwarders and Goods in Transit Insurance	Intermediate	London	18 Apr 12	£150.00	n/a
High Net Worth Insurance	Intro/Interm	Surrey	20 Mar 12	£120.00	£99.00
	Intro/Interm	London	03 Apr 12	£150.00	n/a
	Intro/Interm	London	07 Jun 12	£150.00	n/a
	Intro/Interm	Manchester	05 Sep 12	£120.00	£99.00
	Intro/Interm	Glasgow	15 Oct 12	£120.00	£99.00
	Intro/Interm	London	30 Oct 12	£150.00	n/a
High Net Worth Insurance	Advanced	Birmingham	14 Mar 12	£130.00	£109.00
Household Insurance	Introduction	London	14 Feb 12	£150.00	n/a
	Introduction	Surrey	05 Jul 12	£120.00	£99.00
	Introduction	London	06 Sep 12	£150.00	n/a
	Introduction	Norwich	11 Sep 12	£120.00	£99.00
Household Insurance	Intermediate	Bristol	10 Apr 12	£120.00	£99.00
	Intermediate	London	15 May 12	£150.00	n/a

	Intermediate	London	06 Nov 12	£150.00	n/a
Introduction to Insurance	Introduction	London	02 Feb 12	£150.00	n/a
	Introduction	Belfast	10 May 12	£120.00	£99.00
	Introduction	Surrey	09 May 12	£120.00	£99.00
	Introduction	London	12 Jun 12	£150.00	n/a
	Introduction	London	13 Sep 12	£150.00	n/a
Liability Insurance	Introduction	Birmingham	24 Jan 12	£120.00	£99.00
	Introduction	Manchester	24 May 12	£120.00	£99.00
	Introduction	Reading	29 Jun 12	£120.00	£99.00
	Introduction	London	09 Jul 12	£150.00	n/a
	Introduction	Bristol	11 Sep 12	£120.00	£99.00
Liability Insurance (Understanding the relationship between PI, D&O and General Liabilities and recognising gaps in cover)	Intermediate	Leicester	03 Apr 12	£120.00	£99.00
Liability Insurance	Intermediate	London	02 Mar 12	£150.00	n/a
	Intermediate	Birmingham	06 Mar 12	£120.00	£99.00
	Intermediate	Norwich	29 Mar 12	£120.00	£99.00
	Intermediate	London	06 Sep 12	£150.00	n/a
	Intermediate	Manchester	18 Sep 12	£120.00	£99.00
	Intermediate	Glasgow	03 Oct 12	£120.00	£99.00
Liability Insurance	Advanced	London	16 May 12	£170.00	n/a
	Advanced	Bristol	23 May 12	£130.00	£109.00
	Advanced	Birmingham	19 Sep 12	£130.00	£109.00
	Advanced	London	18 Oct 12	£170.00	n/a
Liability Insurance Claims	Introduction	London	02 May 12	£150.00	n/a
Liability Insurance Claims	Intermediate	London	17 Apr 12	£150.00	n/a
	Intermediate	London	06 Sep 12	£150.00	n/a
Liability – The Other Commercial Liabilities	Intermediate	London	03 Jul 12	£150.00	n/a
London Market	Introduction	London	14 May 12	£150.00	n/a
Marine Cargo and Goods in Transit Insurance	Introduction	Manchester	08 Feb 12	£120.00	£99.00
	Introduction	Birmingham	16 Feb 12	£120.00	£99.00
	Introduction	London	12 Jun 12	£150.00	n/a
Marine Cargo and Goods in Transit Insurance	Intermediate	London	24 Apr 12	£150.00	n/a
	Intermediate	London	11 Sep 12	£150.00	n/a
Marine Cargo and Goods in Transit Insurance	Advanced	Reading	12 Apr 12	£130.00	£109.00
Motor Fleet Insurance	Introduction	London	22 Feb 12	£150.00	n/a
	Introduction	Manchester	24 Apr 12	£120.00	£99.00
	Introduction	Bristol	13 Nov 12	£120.00	£99.00
Motor Fleet Insurance	Intermediate	Leeds	21 Mar 12	£120.00	£99.00
	Intermediate	London	11 Apr 12	£150.00	n/a
Motor Insurance	Introduction	Belfast	28 Mar 12	£120.00	£99.00

	Introduction	London	16 May 12	£150.00	n/a
Motor Insurance	Intermediate	Bristol	22 May 12	£120.00	£99.00
	Intermediate	London	06 Jun 12	£150.00	n/a
Motor Insurance Claims	Intermediate	London	12 Jun 12	£150.00	n/a
Motor Trade Insurance	Introduction	London	29 Feb 12	£150.00	n/a
	Introduction	Manchester	01 Aug 12	£120.00	£99.00
	Introduction	Birmingham	12 Sep 12	£120.00	£99.00
Motor Trade Insurance	Intermediate	London	18 Apr 12	£150.00	n/a
	Intermediate	Leeds	23 May 12	£120.00	£99.00
	Intermediate	Belfast	25 Jul 12	£120.00	£99.00
Personal Lines Insurance	Introduction	Leeds	28 Feb 12	£120.00	£99.00
	Introduction	Bristol	29 May 12	£120.00	£99.00
Private Motor Insurance	Advanced	Birmingham	07 Mar 12	£130.00	£109.00
Professional Indemnity Insurance	Introduction	London	12 Jan 12	£150.00	n/a
	Introduction	Birmingham	21 Feb 12	£120.00	£99.00
	Introduction	Manchester	01 May 12	£120.00	£99.00
	Introduction	London	17 May 12	£150.00	n/a
	Introduction	Leeds	06 Jun 12	£120.00	£99.00
	Introduction	Bristol	23 Oct 12	£120.00	£99.00
Professional Indemnity Insurance	Intermediate	London	14 Mar 12	£150.00	n/a
	Intermediate	London	14 Jun 12	£150.00	n/a
	Intermediate	Birmingham	14 Aug 12	£120.00	£99.00
	Intermediate	London	21 Aug 12	£150.00	n/a
	Intermediate	Norwich	18 Sep 12	£120.00	£99.00
	Intermediate	Glasgow	tbc June 12	£120.00	£99.00
Professional Indemnity Insurance	Advanced	Bristol	04 Jul 12	£130.00	£109.00
	Advanced	London	10 Oct 12	£170.00	n/a
Property Owners Insurance	Intermediate	London	23 Feb 12	£150.00	n/a
	Intermediate	Bristol	20 Mar 12	£120.00	£99.00
	Intermediate	London	11 Oct 12	£150.00	n/a
Public and Products Liability Insurance	Intermediate	Birmingham	10 Apr 12	£120.00	£99.00
	Intermediate	London	19 Apr 12	£150.00	n/a
	Intermediate	Leeds	10 Jul 12	£120.00	£99.00
Reinsurance	Introduction	London	07 Feb 12	£150.00	n/a
Risk Management – (Theory & Practice)	Intermediate	London	25 Apr 12	£150.00	n/a
	Intermediate	Bristol	04 Sep 12	£120.00	£99.00
Risk Management (The Future of Broking)	Intermediate	Belfast	28 Feb 12	£120.00	£99.00
	Intermediate	London	04 Jul 12	£150.00	n/a
Risk Surveying for the Non Surveyor	Intermediate	London	28 Mar 12	£150.11	n/a
	Intermediate	Manchester	11 Jul 12	£120.00	£99.00
Small Commercial Insurance Packages	Introduction	Leeds	02 Oct 12	£120.00	£99.00

Trade Credit insurance	n/a	London	21 Feb 12	£150.00	n/a
Business Skills & Personal Development		Venue	Date	Standard Price	Discounted Price
Awkward or Angry Customers		Norwich	30 Nov 12	£120.00	£99.00
Communication Skills		London	11 Jul 12	£150.00	n/a
Day 1 – Measuring the Effectiveness of Training – Including ROI		London	18 Jan 12	£175.00	n/a
		London	20 Jun 12	£175.00	n/a
Day 2 – Measuring the Effectiveness of Training – Including ROI		London	16 Feb 12	£175.00	n/a
		London	19 Jul 12	£175.00	n/a
Developing a Training and Competence Scheme within your Firm		Leeds	14 Mar 12	£120.00	£99.00
		London	03 May 12	£150.00	£99.00
How to get more Business from your Clients		London	08 May 12	£150.00	n/a
Introduction to Business Communication Skills		London	17 Jan 12	£150.00	n/a
Letter and Report Writing		London	04 May 12	£150.00	n/a
		Birmingham	03 Jul 12	£120.00	£99.00
Modernising your Business using Social Media Marketing		London	09 Mar 12	£150.00	n/a
NLP – Introduction		Norwich	15 May 12	£120.00	£99.00
		London	27 Jun 12	£150.00	n/a
Presentation Skills		London	13 Jun 12	£150.00	n/a
Time Management		London	13 Jan 12	£150.00	n/a
		Bristol	27 Mar 12	£120.00	£99.00
		Leeds	17 Apr 12	£120.00	£99.00
		Birmingham	15 Oct 12	£120.00	£99.00
		Manchester	13 Dec 12	£120.00	£99.00
Understanding Your Client's Financials		Leeds	18 Apr 12	£120.00	£99.00
Management Skills and Development		Venue	Date	Standard Price	Discounted Price
Coaching & Mentoring Skills for Managers & Leaders (2 days)		London	13 Mar 12 & 11 Apr 12	£300.00	n/a
Day 1 – Essentials of Management		London	22 Mar 12	£175.00	n/a
		Manchester	04 Apr 12	£140.00	£120.00
		London	16 Oct 12	£175.00	n/a
Day 2 – Essentials of Management		London	26 Apr 12	£175.00	n/a
		Manchester	10 May 12	£140.00	£120.00
		London	13 Nov 12	£175.00	n/a
Effective Control of Time for Busy Managers		London	22 Feb 12	£150.00	n/a
Finance for Non Financial Managers		London	10 Apr 12	£170.00	n/a
		London	05 Oct 12	£170.00	n/a

Handling Sensitive Issues	London	05 Jul 12	£150.00	n/a
Introduction to Management	London	20 Feb 12	£150.00	n/a
	Leeds	15 Mar 12	£120.00	£99.00
Managing Difficult People	London	26 Mar 12	£150.00	n/a
Performance Appraisal	London	08 Feb 12	£150.00	n/a
Project Management	London	01 Nov 12	£150.00	n/a
Understanding your Client's Financials	London	28 Mar 12	£150.00	n/a
Sales and Marketing Skills	Venue	Date	Standard Price	Discounted Price
Day 1 – Sales Skills for Account Executives	London	03 Apr 12	£175.00	n/a
	Birmingham	24 Apr 12	£140.00	£120.00
Day 2 – Sales Skills for Account Executives	London	17 Apr 12	£175.00	n/a
	Birmingham	10 May 12	£140.00	£120.00
Field Sales and Relationship Skills	Birmingham	23 Aug 12	£120.00	£99.00
	Leeds	04 Dec 12	£120.00	£99.00
How to Get More Business from your Clients	Leeds	02 Aug 12	£120.00	£99.00
	Birmingham	07 Feb 12	£120.00	£99.00
New Business Development – Field Sales Skills	London	02 Mar 12	£150.00	n/a
	Norwich	12 Jun 12	£120.00	£99.00
Negotiation Skills	London	12 Jan 12	£150.00	n/a
	London	18 Sep 12	£150.00	n/a
Networking Skills	London	22 Feb 12	£150.00	n/a
Sales and Relationship Management Skills	Manchester	22 Mar 12	£120.00	£99.00
	London	17 Apr 12	£150.00	n/a
	Norwich	02 Oct 12	£120.00	£99.00
New Starter Programme	Venue	Date	Standard Price	Discounted Price
Day 1 – Business Communication Skills	Birmingham	26 Jun 12	£110.00	£90.00
	Glasgow	04 Sep 12	£110.00	£90.00
	Leeds	26 Sep 12	£110.00	£90.00
	Reading	01 Oct 12	£110.00	£90.00
	Manchester	11 Oct 12	£110.00	£90.00
	Bristol	20 Nov 12	£110.00	£90.00
	Norwich	27 Nov 12	£110.00	£90.00
Day 2 – Introduction to Insurance	Birmingham	27 Jun 12	£110.00	£90.00
	Glasgow	05 Sep 12	£110.00	£90.00
	Leeds	27 Sep 12	£110.00	£90.00
	Reading	02 Oct 12	£110.00	£90.00
	Manchester	12 Oct 12	£110.00	£90.00
	Bristol	21 Nov 12	£110.00	£90.00
	Norwich	28 Nov 12	£110.00	£90.00
NB – You can also book a single day on the New Starter Programme if required. The price for an individual				

day is Standard Price £120.00 or Discounted Price £99.00

To qualify for discount please let us know if:

- You are placing 20+ bookings
- You are a broker **ASSESS** user

In addition to the workshops scheduled above we have the following programmes on offer:

5 DAY MANAGEMENT DEVELOPMENT PROGRAMME LONDON – 2011/2012

Day 1	Strategy and Business Planning	21 Feb 12
Day 2	Succession Planning and Interview Skills	20 Mar 12
Day 3	Sales & Relationship Management Skills	18 Apr 12
Day 4	Financial Accounting	10 May 12
Day 5	Leadership	27 Jun 12

Cost - £1500 for all 5 Days or £325 per day. Funding maybe available: please [click here](#) to find out more.

6 DAY ILM ENDORSED PROGRAMME IN MANAGEMENT AND LEADERSHIP - LONDON

Day 1	Personal effectiveness as an Insurance manager	06 Mar 12
Day 2	Insurance management essentials	03 Apr 12
Day 3	Coaching skills for motivation and performance	01 May 12
Day 4	Building and maintaining effective insurance teams	07 Jun 12
Day 5	Dealing with difficult situations	03 Jul 12
Day 6	Consolidating Learning and Personal Impact	31 Jul 12

Cost – £1065 for all 6 Days which includes vat and the £65 endorsement fee (must attend all 6 Days because of the Endorsement)

6 DAY ILM ENDORSED PROGRAMME IN MANAGEMENT AND LEADERSHIP - LEEDS

Day 1	Personal effectiveness as an Insurance manager	12 Jun 12
Day 2	Insurance management essentials	12 Jul 12
Day 3	Coaching skills for motivation and performance	11 Sep 12
Day 4	Building and maintaining effective insurance teams	12 Oct 12
Day 5	Dealing with difficult situations	12 Nov 12
Day 6	Consolidating Learning and Personal Impact	12 Dec 12

Cost – £1065 for all 6 Days which includes vat and the £65 endorsement fee (must attend all 6 Days because of the Endorsement)

Can't find the course you're looking for?

If there are any additional topics on which you would like training, please let us know. We may be able to cover these subjects in future or provide a bespoke course for your firm.

Contact us: Phone: 01372 361177 **Email:** Brokeracademy@ssluk.net