



Virtual Commercial Lines New Producer School

Travelers is pleased to announce a new virtual offering of our Commercial Lines New Producer School. This training is designed to provide producers with a solid understanding of technical insurance concepts using an instructor-led, online learning experience.

Training objective

This comprehensive curriculum, delivered virtually, is designed to give producers a thorough understanding of insurance principles and core commercial lines of business. Participants also receive information on Travelers-specific products and services. The goal is for the new producer to gain a strong sense of confidence, which supports their ability to write more business in your agency. **Sales training is not part of the New Producer School.**

Four-week virtual program

Each week consists of online, instructor-led sessions over three partial days. **Attendance is expected for all sessions.**

Coverage training – Each week will focus on one of the core commercial lines coverages: commercial auto, commercial general liability, commercial property and workers compensation. Sessions consist of discussions, exercises and other activities. The week ends with a graded, online quiz on the topics covered.

Products and services – Subject experts from Travelers business units, such as Middle Market, Small Commercial, Risk Control and Claim, will join the virtual session to cover specifics on each of their specialties.

Sponsor follow-up – The program concludes with a series of meetings between the participant and their Travelers sponsor to reinforce course learnings. In your application, you must identify the Travelers employee who recommended the school to you.

Who should attend

This training is designed for new commercial lines producers who have been licensed for six months or more.

Tuition and technology requirements

The \$3,500 tuition fee has been waived for the 2021 courses. Each participant must have a reliable internet connection to support audio/video attendance capabilities and, ideally, two display monitors to effectively participate in the program.

Application

Please [click here](#) to access the *forAgents* application link. The New Producer School application link is in Agency Tools > Agency Training Resources > Business Insurance Training. Seats are limited. Those who are accepted into the school will receive confirmation of their acceptance close to the class start date.

NOTE: You must be nominated by a Travelers employee and provide the Travelers employee's name and @travelers.com email address as part of a complete application. Failure to provide this information will result in an incomplete application, *which will not be processed.*

2021 Offerings Four-week Virtual Program (Tues., Wed., Thurs.)		PACIFIC	MOUNTAIN	CENTRAL	EASTERN
		Schedule by time zone			
February School	Feb. 23 – Mar. 18	8:00 A.M. – 1:30 P.M.	9:00 A.M. – 2:30 P.M.	10:00 A.M. – 3:30 P.M.	11:00 A.M. – 4:30 P.M.
April School	Apr. 10 – May 13				
June School	June 8 – July 1				
September School	Sept. 28 – Oct. 21				
Sponsor Follow-Up	45 days after class	Individually scheduled meetings with your Travelers sponsor			