

Protective Agent Certification

2009 Course Schedule

March
17-19

June
16-18

September
22-24

November
17-19

Protective Agent Certification
Attn: Distribution Support Dept.
2345 Waukegan Rd., Suite 210
Bannockburn, IL 60015

Phone: 800.670.6032
Fax: 800.845.5016

Protective 
Doing the right thing is smart business.®



Course Highlights

- Procedural information on:
 - VSC
 - GAP
 - Credit insurance
 - XtraRide® Power Sports
 - FPC Marine
 - XtraRide® RV
 - Maintenance Pro Plus
- State-specific based on attendees
- Operations insight
 - Distribution Support Department
 - Claims
 - Claims Payments
 - Product Administration
 - Compliance & Licensing
- Hands-on experience with F&I Café
- Dealer participation programs
- F&I training
- MenuXtra

Additional Information

Who Should Attend

This seminar is appropriate for agents, sub-agents, office managers, and anyone representing Protective products who has at least a year of industry experience or has attended the Protective Business Management Course.

Reasons To Attend

- Gain a better understanding of Protective
- Improve your selling odds
- Make more money!
- The course is free

Course Location

Protective
2345 Waukegan Rd., Suite 210
Bannockburn, IL 60015
800.323.5771

Attire

Business casual is appropriate attire.
No jeans please.

Accommodations

Reservations can be made upon request. The rate is \$117 per night plus tax. It is recommended reservation requests be submitted at least a month in advance to ensure availability.

SpringHill Suites
300 Marriott Drive
Lincolnshire, Illinois 60069
847.793.7500

Schedule

The course will begin on Tuesday at 9:00 a.m. and will conclude on Thursday at 1:00 p.m. Plan your departure no earlier than 3:30 p.m. on Thursday.

Transportation

Flights - The closest airport is O'Hare (ORD). The other major airport is Midway (MDW).

Airport Transportation - Car service may be arranged for transportation from the airport to the hotel by calling 800.543.0037. The car service from O'Hare is approximately \$40 plus tolls and gratuity each way (shared rate). Taxi rates average \$60 from O'Hare and \$100 from Midway. Pre-arranged taxi reservations can be made for approximately \$34 each way by calling American Taxi (847.945.9444).

Rental Car - A rental car is not necessary, but you may desire the convenience.

Hotel Shuttle - The hotel offers complimentary transportation to the Protective office, restaurants and shopping area. Check with the front desk for more information or to schedule a shuttle.

Questions or Comments

For questions or comments regarding this seminar, please contact your Protective representative or call 800.950.6060 ext. 5687. For logistics questions, please call 800.670.6032.

Protective Agent Certification

Send your registration form to:

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Bannockburn, IL 60015

Phone: 800.670.6032
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Protective Agent Certification Registration Form

Course Date: March 17-19 June 16-18 Sep. 22-24 Nov. 17-19

Please PRINT the following information and complete all areas:

Attendee: _____

Title: _____

Agency: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: (_____) _____ Fax: (_____) _____

E-mail: _____

Total Industry Years _____

Years as Agent or in Agency _____

Years Representing Protective _____

Other Companies Representing _____

Referred By (RVP) _____

Protective Products Representing (Check All That Apply):

Advantage CostGuard AutoXtra

Limited Warranty Wrap Maintenance

GAP Credit Insurance Marine

Power sports XtraRide RV

States Represented: _____

Would You Like A Hotel Reservation Made For You? Yes No

If you need a hotel reservation, you must provide the following information:

Credit Card: _____ # _____

Exp. Date: _____ Name on Card: _____

Arrival Date: _____ Departure Date: _____

If the hotel will be paid by a third party and not the individual attending, please complete the Hotel Reservation & Credit Card Authorization Form and return with this registration form. It is recommended you request reservations at least a month in advance. For alternate hotels, please contact Debra Engelhart at 847.572.6895.

Hotel Reservation Request & Credit Card Authorization

Please note, lodging is NOT included in the course fee. In order for Protective to reserve a room at SpringHill Suites Lincolnshire on behalf of the attendee at the discounted rate of \$117 per night plus tax (currently 11%), the following information must be submitted and is based on space availability. No shows will be charged by the hotel to the card provided. Questions regarding hotel reservations may be directed to Debra Engelhart at 847-572-6895. You may make your reservation on your own by contacting the hotel at 847-793-7500 and requesting the Protective rate.

Guest name: _____

Phone number: _____ Fax or alternate number: _____

Arrival date: _____ Departure date: _____

Relation to cardholder: Self Business Associate Other: _____

Name as it appears on credit card: _____

Card type: Visa MC Amex Diners/CB Discover JCB

Account type: Individual (personal credit card)
 Corporate / Company Name: _____

Card number: _____ Exp. date: _____

Address: _____
(where statement is mailed)
City, State and Zip: _____

Phone number: _____ Fax or alternate number: _____

Approved Charges – Third Party Authorization

The following must be completed including cardholder signature if the cardholder is not the hotel guest. The hotel guest will need to present a credit card at check-in for incidental charges if “all charges” is not selected.

- All Charges Room & Tax Only
 Telephone (LD) Telephone (Local) Pantry Movies

I certify that all information is complete and accurate. I hereby authorize {Springhill Suites, Lincolnshire} to collect payment for all charges as indicated in the Approved Charges section of this form by processing a charge to the credit card listed above. Charges must not exceed _____ for the entire stay/event. I understand that a new form will have to be completed if guest wishes to extend his/her stay. I certify that I am the authorized signer of the credit card listed above.

Cardholder name: (Printed) _____

Cardholder signature: _____ Date: _____

Amenities include mini-fridge, microwave, coffeemaker, hot breakfast buffet, and complimentary internet and business center. There is a restaurant within the parking lot grounds and a pantry available at the hotel for light meals and beverages.