



“Improving Results Through Learning”

Founded in 1953, SITE is a non-profit, volunteer professional society for insurance trainers with over 1000 members. It offers a wide range of services designed to assist members in developing innovative training programs to attain positive business results in the insurance industry.

Train the Trainer Program

What It Is

The only train the trainer program of this kind, specifically designed for insurance professionals, provides practical applications in adult learning theory to design and facilitate training.

What it Does

This three and a half day course provides intense hands-on guided practice in the core skills of Instructional Design—analysis, design, development, implementation and evaluation. This program is designed for new or experienced trainers and for those who have training as an additional responsibility to their technical job.

Who Facilitates It

The program is delivered by faculty members who have extensive and varied insurance backgrounds and who hold numerous insurance designations, professional certifications and advanced degrees in adult education. Get acquainted with our faculty on the reverse side of this page.

Where You Can Attend

The 2009/2010 programs will be held:

Des Moines, IA	October 20-23, 2009
San Diego, CA	November 3-6, 2009
Austin (Brenham), TX	March 23-26, 2010
Branchville, NJ	April 13-16, 2010
Bloomington, IL	April 27-20, 2010

What People are Saying






“SITE’s Train the Trainer Program ROCKS!” said Jill Kilroy, AVP Claims Training at Horace Mann Companies. “This hands-on program provides practical applications of training methodologies and adult learning principles. It’s a great way to quickly get up to speed on everything a trainer/designer needs to know about training from A to Z. I was impressed with the knowledge, expertise, and experience of the instructors we had during our sessions. I felt more confident and left with tools and tips that I can begin to use immediately in my work.”


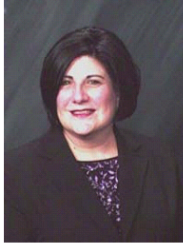


How to Sign Up

Log into www.insurancetrainers.org, and click on Train the Trainer. Questions can be directed to Kathy Hodge, Executive Director, ed@insurancetrainers.org



SITE Train the Trainer Faculty

<p>Beth Gamble Riggins, CPCU, AIG, AAI, AIS, ITP</p> 	<p>Former Director of Training S. C. Farm Bureau Insurance Companies. Lives in South Carolina.</p> <p>B.A. (Education) University of South Carolina</p> <p>13 years as multi-line adjuster and 20 years experience designing and delivering classroom and online agency training. Instructor for AICPCU classes.</p> <p>Past SITE President, past SITE Conference Vice President, past SITE Southern Region Vice President.</p>
<p>Bill Quoss, AIM, ITP</p> 	<p>Self-employed consultant living in Illinois.</p> <p>M. S. (Adult Continuing Education) Northern Illinois University B. S. (Education) Western Illinois University</p> <p>33 years experience personal lines claim handling and claim training design and delivery. Currently affiliated with Drake Resource Group.</p>
<p>Charlotte Long, CPCU, AIM, AIC</p> 	<p>President of Training-Design- Aid, LLC. Lives in Pennsylvania.</p> <p>M.S. (Instructional Design) Towson State University Certified Online Instructional Designer, Florida State University B.A. (Psychology) Pennsylvania State University</p> <p>Over 30 years experience in personal and commercial lines insurance claims including 20 years as Training Manager with St. Paul and Travelers.</p> <p>SITE Train-the-Trainer Program Manager, SITE Conference Committee, past SITE Mid-Atlantic Region Vice President, frequent speaker at SITE conferences, two-time winner of SITE's Innovation Award.</p>
<p>Cheryl Ferguson, CPCU, AIM, AAI, AAM, API</p> 	<p>Contractor and Consultant for Ferguson and Associates. Lives in Georgia.</p> <p>Ed.D. NOVA Southeastern University M.A. (Mgmt and HRD) Webster University B.S. (Workforce Management) Southern Illinois University</p> <p>Over 30 years of experience within the insurance and insurance education industries.</p> <p>Speaker at SITE conferences for over 10 years.</p>
<p>Ginny Folger, CPCU, ITP</p> 	<p>President of Only Excellence, a learning and development consulting firm. Formerly Senior Learning and Development Specialist at Chubb Group. Lives in New York.</p> <p>M.A. (Education) Seton Hall University B.A. Montclair State University</p> <p>25 years insurance experience including 18 years in design and delivery of classroom and online for claims and management skills.</p> <p>Past SITE New Jersey State Director, contributor to SITE's <i>The Journal</i>.</p>

<p>Jane Allen, AU, API, AAI</p> 	<p>Retired as Manager of Training and Educational Development of Texas Farm Bureau and its Affiliate Companies. Lives in Texas.</p> <p>B.B.A. (Bachelor in Business Administration – Marketing and Communications) Baylor University</p> <p>Over 15 years experience in development, delivery and management of insurance training in property and casualty contracts, sales, agency management and leadership development.</p> <p>SITE Conference Committee, recipient SITE's Henry C. <u>Drewes</u> Loyalty Award</p>
<p>Joan Quagenti, ITP</p> 	<p>Training/Communications Manager, Sales Division, Blue Cross Blue Shield of Massachusetts and Past President, Mutual Underwriters Association of New England. Lives in Massachusetts.</p> <p>M.Ed. University of Massachusetts B.S. Boston University</p> <p>Designs, develops and facilitates various training programs for goal oriented performance improvement; creates and delivers communications to both engage employees and provide them with the information they need for optimal performance.</p> <p>SITE Vice President of Membership Services, past SITE Eastern Region Vice President.</p>
<p>Larry Kendron, CPCU, AU</p> 	<p>Self-employed consultant living in Pennsylvania.</p> <p>M.S. (Education) <u>Canisius</u> College Langevin Certified Trainer B.S. <u>Canisius</u> College</p> <p>16 years experience designing and implementing underwriting and agency automation training. Instructor for AICPCU.</p> <p>SITE Conference Committee, past SITE Mid-Atlantic Region Vice President, recipient SITE's Henry C. <u>Drewes</u> Loyalty Award</p>
<p>Lee Saxton, CPCU, AIM, AIC</p> 	<p>Director Instructional Design and e-Learning Solutions at Travelers Insurance. Lives in Florida.</p> <p>M.S. (Instructional Systems) Florida State University B.A. (French)</p> <p>Over 10 years experience designing and implementing classroom and online claim training.</p>