



Annual Meeting ROI Calculation

Example:

CPCU Society member, who is a property-casualty insurance agent licensed in the State of Texas and residing in Dallas.

Texas requires **30 hours** of continuing education credits (including 2 hours of ethics) every two years.

Assume:

2011 Annual Meeting: The individual maximizes the CE credits offered at the 2011 Annual Meeting seminars (using the schedule as of Sept. 8, 2011). Further, it is assumed that the state of Texas approves all Annual Meeting seminars filed for CE credit.

Other Courses: One full day workshop for 4 hours CE credit in Dallas; two half-day workshops for 4 hours CE credit each, both same day in Houston; one half day workshop for 4 hours CE credit in Denver, Colo.; and one ethics workshop for 2 hours CE credit in Austin, Texas.

Travel and lodging expenses are based on:

- **2011 Annual Meeting & Seminars:** CPCU Society group rates at Caesar's Palace in Las Vegas (\$193/night) and non-refundable coach round trip nonstop airfare between Dallas and Las Vegas.
- **Other Courses:** Airfare based on average mid-week, non-refundable round trip nonstop coach airfare between Dallas and the destination city as of September 2011. Lodging reflects online rates for a one-night stay in a standard guestroom at a downtown, major chain full-service hotel.
- **Excludes:** Meals, taxes, tips, ground transportation and incidentals. Also excludes opportunity costs due to time out of office while traveling.

2011 Annual Meeting	Price	CE Credits Earned:
Full Registration - Member	\$715	18
Lodging (Saturday through Monday night)	\$579	
Airfare	\$250	
TOTAL	\$1,544	18

Other Courses	Price	CE Credits Earned:
Full day workshop-Dallas	\$175	4
Two half-day workshops-Houston	\$149	8
Airfare	\$140	
Lodging	\$280	
One half-day workshop-Denver, CO	\$89	4
Airfare	\$210	
Lodging	\$255	
Ethics half-day workshop-Austin, TX	\$89	2
Airfare	\$100	
Lodging	\$240	
TOTAL	\$1,727	18