

## 2019 IIAC Live Webinar Schedule and Class Descriptions

Date	Time	Title	Instructor	CE Credits
April 23	2:00 pm 5:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar	Nicole Broch	3 P/C
April 24	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
April 24	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
April 30	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI & EBL	Chris Amrhein, AAI	3 P/C
May 8	1:00 pm 4:00 pm	Insuring Condominium and Homeowners Associations	Kym Martell, CRM, CIC, CRIS, AAI	3 P/C
May 9	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
May 9	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
May 14	1:00 pm 4:00 pm	Homeowner's Policy Coverage Concerns for the Modern Family	Nichole Broch	3 P/C
May 22	1:00 pm 4:00 pm	Contractors, Contractors, Contractors	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
May 23	9:00 am 12:00 pm	Catastrophe: The Coverage Expertise You'll Need When It Matters the Most	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
May 23	1:00 pm 4:00 pm	On Ethics: Data, Dilemmas, and Knuckleheads	Kevin Amrhein, CIC	3 LRE
May 29	1:00 pm 4:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) – Mastering Medicare and Social Security	Chris Amrhein, AAI	3 L/H
June 5	1:00 pm 4:00 pm	Certificates of Insurance & Additional Insureds: Making Sense of It All	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
June 6	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry	Chris Amrhein, AAI	3 LRE
June 13	1:00 pm 4:00 pm	Health and Disability Insurance: Just the Facts	Karin Klaassen, CLU, LUTCF	3 L/H
June 18	9:00 am 12:00 pm	Cyber Coverage – Data Breach & So Much More!	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
June 18	1:00 pm 4:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar	Nicole Broch	3 P/C
June 20	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI & EBL	Chris Amrhein, AAI	3 P/C

## 2019 IIAC Live Webinar Schedule and Class Descriptions

Date	Time	Title	Instructor	CE Credits
June 25	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
June 25	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
July 2	1:00pm 4:00 pm	On Ethics: Data, Dilemmas, and Knuckleheads	Kevin Amrhein, CIC	3 LRE
July 11	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
July 11	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
July 16	9:00 am 12:00 pm	Welcome to the Future Where Everyone Shares and Your Car Drives Itself	Kym Martell, CRM, CIC, CRIS, AAI	3 P/C
July 16	1:00 pm 4:00 pm	Homeowner's Policy Coverage Concerns for the Modern Family	Nichole Broch	3 P/C
July 30	9:00 am 12:00 pm	Insurance Issues for Today's World	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
July 31	1:00 pm 4:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) – Mastering Medicare and Social Security	Chris Amrhein, AAI	3 L/H
Aug. 8	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry	Chris Amrhein, AAI	3 LRE
Aug. 13	1:00 pm 4:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar	Nicole Broch	3 P/C
Aug. 14	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
Aug. 14	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
Aug. 15	1:00 pm 4:00 pm	How Savvy Businesses Use Life Insurance to Hedge Against Financial Losses	Karin Klaassen, CLU, LUTCF	3 L/H
Aug. 21	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI & EBL	Chris Amrhein, AAI	3 P/C
Aug. 27	1:00 pm 4:00 pm	Catastrophe: The Coverage Expertise You'll Need When It Matters the Most	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Aug. 28	9:00 am 12:00 pm	Contractors, Contractors, Contractors	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Aug. 28	1:00 pm 4:00 pm	Commercial Additional Insured Endorsements – Status and Purpose	Robin Federici, CPCU, AAI, ARM, AINS, AIS, CPIW	3 P/C

## 2019 IIAC Live Webinar Schedule and Class Descriptions

Date	Time	Title	Instructor	CE Credits
Sept. 17	9:00 am 12:00 pm	Certificates of Insurance & Additional Insureds: Making Sense of It All	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Sept. 17	1:00 pm 4:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar	Nicole Broch	3 P/C
Sept. 18	1:00 pm 4:00 pm	Cyber Coverage – Data Breach & So Much More!	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Sept. 19	2:00 pm 5:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) – Mastering Medicare and Social Security	Chris Amrhein, AAI	3 L/H
Sept. 24	1:00 pm 4:00 pm	Insuring Condominium and Homeowners Associations	Kym Martell, CRM, CIC, CRIS, AAI	3 P/C
Sept. 25	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
Sept. 25	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
Oct. 3	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry	Chris Amrhein, AAI	3 LRE
Oct. 8	1:00 pm 4:00 pm	Insurance Issues for Today's World	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Oct. 15	1:00 pm 4:00 pm	Health and Disability Insurance: Just the Facts	Karin Klaassen, CLU, LUTCF	3 L/H
Oct. 22	1:00 pm 4:00 pm	Homeowner's Policy Coverage Concerns for the Modern Family	Nichole Broch	3 P/C
Oct. 24	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
Oct. 24	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
Oct. 29	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI & EBL	Chris Amrhein, AAI	3 P/C
Nov. 6	1:00 pm 4:00 pm	Hope I Die Before I Get Old (Cause This Government Stuff Gonna Knock Me Cold!) – Mastering Medicare and Social Security	Chris Amrhein, AAI	3 L/H
Nov. 7	1:00 pm 4:00 pm	On Ethics: Data, Dilemmas, and Knuckleheads	Kevin Amrhein, CIC	3 LRE
Nov. 13	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
Nov. 13	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C

## 2019 IIAC Live Webinar Schedule and Class Descriptions

Date	Time	Title	Instructor	CE Credits
Nov. 19	9:00 am 12:00 pm	Welcome to the Future Where Everyone Shares and Your Car Drives Itself	Kym Martell, CRM, CIC, CRIS, AAI	3 P/C
Nov. 19	1:00 pm 4:00 pm	Everything's Soaked & My Stuff Stinks: The Water Damage Webinar	Nicole Broch	3 P/C
Nov. 20	1:00 pm 4:00 pm	Contractors, Contractors, Contractors	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Nov. 21	9:00 am 12:00 pm	Catastrophe: The Coverage Expertise You'll Need When It Matters the Most	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Dec. 3	1:00 pm 4:00 pm	Ethics and E&O: Synergy Not Rivalry	Chris Amrhein, AAI	3 LRE
Dec. 5	1:00 pm 4:00 pm	Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI & EBL	Chris Amrhein, AAI	3 P/C
Dec. 10	9:00 am 12:00 pm	Cyber Coverage – Data Breach & So Much More!	Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS	3 P/C
Dec. 10	1:00 pm 4:00 pm	Homeowner's Policy Coverage Concerns for the Modern Family	Nichole Broch	3 P/C
Dec. 11	9:00 am 12:00 pm	E&O Road Map Part One: Overview, Policy Analysis, & Business Auto Gaps	Chris Amrhein, AAI	3 P/C
Dec. 11	1:00 pm 4:00 pm	E&O Road Map Part Two: Commercial Liability Gaps and Risk Management	Chris Amrhein, AAI	3 P/C
Dec. 17	1:00 pm 4:00 pm	How Savvy Businesses Use Life Insurance to Hedge Against Financial Losses	Karin Klaassen, CLU, LUTCF	3 L/H

<b>Webinar Fees:</b>	<b>Member: \$65 / Non-member \$95</b>
Please complete registration form and mail with your check to: IIAC, 30 Jordan Lane, Wethersfield, CT 06109	
<b>OR CLICK on the Link Below to Pay by Credit Card :</b>	
<a href="https://securepayment.link/iiact/">https://securepayment.link/iiact/</a>	

# 2019 IIAC Live Webinar Schedule and Class Descriptions

## Webinar Descriptions and Schedule

### **Alphabet Soup: The Mistakes & Coverages behind D&O, EPLI, FLI & EBL**

Course # 113339 3 P/C

Instructor: Chris Amrhein, AAI

- April 30 1:00 pm – 4:00 pm
- Aug. 21 1:00 pm – 4:00 pm
- Oct. 29 1:00 pm – 4:00 pm
- Dec. 5 1:00 pm – 4:00 pm

This course will discuss important coverage concerns addressed by a variety of insurance policies designed to address various executive and management risks and conduct.

You can't control how they act or the decisions they make. But when questionable conduct and/or decision-making at the executive level lands your client in hot water, you as the insurance professional may be called upon to assist. Specifically, to advise on insurance product they have (hopefully) secured to mitigate the exposure. Directors and Officers (D&O), Employment Practices Liability (EPLI), Fiduciary Liability (FLI) and Employee Benefits Liability (EBL) all make an appearance in this important course.

### **Catastrophe: The Coverage Expertise You'll Need When It Matters Most**

Course 112989 3 P/C

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

- May 23 9:00 am – 12:00 pm
- Aug. 27 1:00 pm – 4:00 pm
- Nov. 21 9:00 am – 12:00 pm

Nothing makes us more aware of the gaps that can exist in personal and commercial coverage than a catastrophe. We will discuss some of the direct damage and loss of use issues faced by individuals and businesses before, during and after natural disasters such as storms and earthquakes. We will look at coverage forms commonly written and how they may respond to claims presented after such disasters. Lastly, we will briefly explore some liability insurance issues that can come into play in a catastrophe, whether the catastrophe is a natural one or one that is man-made.

### **Certificates of Insurance & Additional Insureds: Making Sense of it All**

Course # 112988 3 P/C

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

- June 5 1:00 pm – 4:00 pm
- Sept. 17 9:00 am – 12:00 pm

Certificates of Insurance and Additional Insured endorsements cause many problems for insurance agents trying to help commercial clients. We will review the things to consider before issuing a certificate and discuss ways to avoid some of the common problems and errors. We will discuss Additional Insureds, reviewing some of the most commonly used Additional Insured Endorsements. Lastly, we will look at requests frequently made of agents and discuss why some of these can create problems.

## 2019 IIAC Live Webinar Schedule and Class Descriptions

### **Commercial Additional Insureds Endorsements – Status & Purpose**

Course# 113340 3 P/C

Instructor: Robin Federici, CPCU, AAI, ARM, AINS, AIS, CPIW

- Aug. 28 1:00 pm – 4:00 pm

To teach insurance professionals about the most current versions of common commercial Additional Insured endorsements and what they do. Commercial Additional Insured endorsements are a seemingly endless issue for agents and their insureds. The continued evolution of the endorsement language – and techniques used in the courtroom to make insureds pay - require agents to stay alert to the changes and intricacies of these endorsements. Those reviewed in this course included endorsements used with the Commercial General Liability policy (CGL), Business Auto Policy (BAP), Workers Compensation (WC), and Umbrella.

### **Contractors, Contractors, Contractors**

Course # 112987 P/C

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

- May 22 1:00 pm – 4:00 pm
- Aug. 28 9:00 am – 12:00 pm
- Nov. 20 1:00 pm – 4:00 pm

This course examines a variety of inland marine exposures faced by contractors and the policies available to cover those exposures. We will discuss builders' risk coverage, installation floaters and contractors' equipment policies. For each topic, we will discuss the coverage afforded by commonly used forms and some of the exclusions to watch out for. We will then discuss certain features of the Commercial General Liability policy and endorsements that are sometimes added. We will focus on the effect these features and endorsements have on a contractor's insurance program.

### **Cyber Coverage – Data Breach & So Much More!**

Course # 113341 3 P/C

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

- June 18 9:00 am – 12:00 pm
- Sept. 18 1:00 pm – 4:00 pm
- Dec. 10 9:00 am – 12:00 pm

To teach insurance professionals about the many concerns associated with cyber exposures and insurance coverage. This course hacks into the many facets of cyber-crime, cyber risk, and data-related losses prevalent in the modern business environment. Discussion on rules, risks and insurance coverages will assist the insurance professionals in their important quest to understand, explain and (hopefully) insure against common cyber exposures.

## 2019 IIAC Live Webinar Schedule and Class Descriptions

### **E&O Road Map Part One: Overview, Policy Analysis & Business Auto Gaps**

Course # 113450 3 P/C

Instructor: Chris Amrhein, AAI

- April 24 9:00 am – 12:00 pm
- May 9 9:00 am – 12:00 pm
- June 25 9:00 am – 12:00 pm
- July 11 9:00 am – 12:00 pm
- Aug. 14 9:00 am – 12:00 pm
- Sept. 25 9:00 am – 12:00 pm
- Oct. 24 9:00 am – 12:00 pm
- Nov. 13 9:00 am – 12:00 pm
- Dec. 11 9:00 am – 12:00 pm

In this course, attendees will learn an overview of E&O fundamentals, including common errors and risk management considerations. Attendees will review a roadmap to policy analysis, including a deep dive into the construction of policy forms and mechanics as well as package policies. Finally, attendees will review E&O concerns due to inadequate coverage knowledge of one of the cornerstones of commercial lines agencies – the Business Auto Policy.

**Course is approved to provide premium credit (with completion of Part Two) to agency's having their E&O coverage through IAS with Swiss Re or Fireman's Fund provided there is the correct number of agency attendees.**

### **E&O Road Map Part Two: Commercial Liability Gaps & Risk Management**

Course # 113451 3 P/C

Instructor: Chris Amrhein, AAI

- April 24 1:00 pm – 4:00 pm
- May 9 1:00 pm – 4:00 pm
- June 25 1:00 pm – 4:00 pm
- July 11 1:00 pm – 4:00 pm
- Aug. 14 1:00 pm – 4:00 pm
- Sept. 25 1:00 pm – 4:00 pm
- Oct. 24 1:00 pm – 4:00 pm
- Nov. 13 1:00 pm – 4:00 pm
- Dec. 11 1:00 pm – 4:00 pm

In this course, attendees will engage in an extensive review of E&O exposures created from an inadequate knowledge of a Commercial General Liability policy, a review of this common policy's gaps and methods to fill them. Attendees will then learn to properly coordinate and analyze an insurance program using a risk management approach. Finally, attendees will review several fundamentals of risk management analysis.

**Course is approved to provide premium credit (with completion of Part One) to agency's having their E&O coverage through IAS with Swiss Re or Fireman's Fund provided there is the correct number of agency attendees.**

## 2019 IIAC Live Webinar Schedule and Class Descriptions

### **Ethics and E&O: Synergy Not Rivalry**

Course # 113555 3 LRE

Instructor: Chris Amrhein, AAI

- June 6 1:00 pm – 4:00 pm
- Aug. 8 1:00 pm – 4:00 pm
- Oct. 3 1:00 pm – 4:00 pm
- Dec. 3 1:00 pm – 4:00 pm

Ethics. Morals. Errors. Omissions. Words that touch the nerves of even the most solid agents and strike at the foundation of even the most formidable agencies. Through recent headlines and interactive case studies, this course seeks to find and explain the synergy between the fundamental principles of ethical conduct and the effect certain business practices will invariably have on E&O risk management.

### **Everything's Soaked & My Stuff Stinks: The Water Damage Webinar**

Course# 113342 3 P/C

Instructor: Nicole Broch

- April 23 2:00 pm – 5:00 pm
- June 18 1:00 pm – 4:00 pm
- Aug. 13 1:00 pm – 4:00 pm
- Sept. 17 1:00 pm – 4:00 pm
- Nov. 19 1:00 pm – 4:00 pm

To teach insurance professionals about the coverage (or lack thereof) found in common personal lines policies concerning water damage. Your personal lines insureds have issues with water, and unfortunately, so does their insurance policy! Water damage comes in many different forms – sometimes covered, sometimes not – and just an inch of water can be the difference between a nuisance and a total loss. This course reviews the many different causes of water damage and how it's addressed by common personal lines policies.

### **Health and Disability Insurance: Just the Facts**

Course # 112585 3 L/H

Instructor: Karin Klaassen, CLU, LUTCF

- June 13 1:00 pm – 4:00 pm
- Oct. 15 1:00 pm – 4:00 pm

To teach insurance professionals about the current state of the ever-changing landscape of health and disability insurance. Consumers are constantly pounded with information- sometimes true, sometimes not- regarding health and disability insurance products and how they function. This course is designed to help us insurance professionals separate fact from fiction and act as a trusted adviser to insureds who often have little or no understanding of these insurance products.



## 2019 IIAC Live Webinar Schedule and Class Descriptions

### **Homeowners Policy Coverage Concerns for the Modern Family**

Course # 113343 3 P/C

Instructor: Nicole Broch

- May 14 1:00 pm – 4:00 pm
- July 16 1:00 pm – 4:00 pm
- Oct. 22 1:00 pm – 4:00 pm
- Dec. 10 1:00 pm – 4:00 pm

To teach insurance professionals about the coverage (or lack thereof) for modern exposures found in the Homeowners policy. Adult children coming home (or never leaving); Caring for aging relatives; Pets; Earning extra money; “smart” appliances and toys. The evolving role of a Homeowners insurance policy, and how it addresses these and many other exposures relating to the lives and possessions of the modern family will be discussed in this course.

### **Hope I Die Before I Get Old (*Cause this Government Stuff Gonna Knock Me Cold!*)**

#### **Mastering Medicare and Social Security**

Course # 112521 3 L/H

Instructor: Chris Amrhein, AAI

- May 29 1:00 pm – 4:00 pm
- July 31 1:00 pm – 4:00 pm
- Sept. 19 2:00 pm – 5:00 pm
- Nov. 6 1:00 pm – 4:00 pm

Far too many retirees, upon reaching the time of life when they are looking forward to (or at least relieved to have available) these governmental “security blankets”, find themselves assaulted by complicated eligibility rules, complex coverages, and a myriad of often confusing options. Add in seemingly conflicting advice from “experts”, retiree associations and flat-out scam artists, and instead of comfort and security older folks often find fear and confusion.

### **How Savvy Businesses Use Life Insurance to Hedge Against Financial Losses**

Course# 113344 3 L/H

Instructor: Karin Klaassen, CLU, LUCTF

- Aug. 15 1:00 pm – 4:00 pm
- Dec. 17 1:00 pm – 4:00 pm

To teach insurance professionals about the benefits of Life Insurance to a business. So your insured owns a business, and from what you can gather, is woefully unprepared to handle adversity. Specifically, what if a key person dies? What transition plans are in place? How can folks still enjoy the fruits of labor that a business – and those that built it – should continue to provide? This course will help you – the insurance professional – discuss important issues like transition plans, buy-sell agreements, retirement options, tax scenarios and many other issues that business owners are afraid of.

## 2019 IIAC Live Webinar Schedule and Class Descriptions

### **Insurance Issues for Today's World**

Course # 113554 3 P/C

Instructor: Catherine Trischan, CPCU, CRM, CIC, ARM, AU, AAI, CRIS, MLIS

- July 30 9:00 am – 12:00 pm
- Oct. 8 1:00 pm – 4:00 pm

Welcome to today's world where toys fly, strangers will drive you anywhere and let you stay in their homes with them, cars drive themselves and the air smells like...weed? These and other emerging exposures present new challenges to insurance producers who are called upon to handle them for their personal and commercial clients. This course discusses these and other emerging issues. In each case, we will discuss the exposures and some of the important insurance considerations.

### **Insuring Condominium and Homeowner's Associations**

Course # 113556 3 P/C

Instructor: Kym Martell, CRM, CIC, CRIS, AAI

- May 8 1:00 pm – 4:00 pm
- Sept. 24 1:00 pm – 4:00 pm

This course provides an in-depth discussion on the unique issues and considerations when working with Condominium Associations and HOAs.

Review and discussion on the importance of the governing documents will provide the participants with the knowledge necessary to provide a comprehensive commercial insurance and risk management program for their clients. We will discuss various coverage forms commonly used, endorsements and other coverages necessary for these types of risk.

### **On Ethics- Data, Dilemmas and Knuckleheads**

Course # 112591 3 LRE

Instructor: Kevin Amrhein, CIC

- May 23 1:00 pm – 4:00 pm
- July 2 1:00 pm – 4:00 pm
- Sept. 11 1:00 pm – 4:00 pm
- Nov. 7 1:00 pm – 4:00 pm

Insurance professionals should expect three things from this Ethics course: 1) interesting data, 2) interesting dilemmas, and 3) interesting examples of things not-to-do as evidenced by real-life knuckleheads who do those things. This course features interactive case studies which will engage students to defend and/or challenge instinctive positions on a variety of issues. Lines will be drawn. Bonds will be broken. Friends will leave as enemies. You have been warned.

### **Welcome to the Future Where Everyone Shares & Your Car Drives Itself**

Course # 113345 3 P/C

Instructor: Kym Martell, CRM, CIC, CRIS, AAI

- July 16 9:00 am – 12:00 pm
- Nov. 19 9:00 am – 12:00 pm

To teach insurance professionals about the risks involved in ride-sharing, home-sharing and autonomous vehicles. Welcome to the future where you always have a ride, a place to stay and your car drives itself. Innovations in technology are truly amazing but aren't without risk. This course dives into the many insurance concerns and possible solutions regarding these exciting, different and sometimes risky technologies and activities.



# Independent Insurance Agents of Connecticut

## Professional Development Opportunities

30 Jordan Lane, Wethersfield, CT 06109

Phone: (860) 563-1950 / Fax: (860) 257-9981 / Website: [www.iiact.org](http://www.iiact.org)

All Courses are approved by the Connecticut Insurance Department



### CLASS REGISTRATION

NAME OF STUDENT: \_\_\_\_\_ CT PRODUCER LICENSE # \_\_\_\_\_  
(If student is not licensed, please indicate)

E-MAIL: \_\_\_\_\_ PHONE: \_\_\_\_\_

AGENCY NAME & ADDRESS: \_\_\_\_\_  
(mailing address including city, state & zip)

COURSE DATE: \_\_\_\_/\_\_\_\_/\_\_\_\_ COURSE NAME : \_\_\_\_\_  
(Refer to fee schedule below and circle the fee that you are submitting)

IF REGISTERING FOR AN ACSR OR AAI CLASS, INDICATE IF YOU WILL BE STAYING FOR EXAM \_\_\_\_ YES \_\_\_\_ NO  
(Exam is required only if the student is obtaining either the ACSR or AAI designation)

Student's Cell Phone Number: \_\_\_\_\_

**HOME ADDRESS ONLY NEEDS TO BE COMPLETED IF REGISTRATION IS FOR A PRE-LICENSING COURSE**  
(Home address is required to be on certificate issued to sit for state exam)

**STUDENT'S HOME ADDRESS AS IT APPEARS ON DRIVER'S LICENSE OR LEGAL IDENTIFICATION:**

\_\_\_\_\_

### CIRCLE COURSE FEE TO BE SUBMITTED WITH REGISTRATION

#### Course

#### Fee Schedule

AAI Course-----	\$175 member / \$215 non-member
ACSR Course (3 - 5 Credits)-----	\$ 85 member / \$105 non-member
ACSR Course (6 - 7 Credits)-----	\$130 member / \$180 non-member
3, 4, or 5 Credit Class ( <u>not</u> ACSR) -----	\$ 60 member / \$ 85 non-member
6, 7, or 8 Credit Class ( <u>not</u> ACSR or AAI) ---	\$110 member / \$160 non-member
<b>3 and Done!!!</b> Course Series -----	\$330 member / \$480 non-member
Property & Casualty Pre-Licensing-----	\$600 member / \$925 non-member
Personal Lines Pre-Licensing -----	\$375 member / \$675 non-member
Life & Health Pre-Licensing -----	\$575member / \$875 non-member
WEBINARS _____	\$ 65 member / \$ 95 non-member

- Course Fee is **PER CLASS**
- Do not combine CE hours when determining total amount due.
- A separate form must be submitted for each person and class.
- Payment for multiple courses can be combined into one check.

**MAIL REGISTRATION FORM and CHECK TO:**  
Independent Insurance Agents of CT, 30 Jordan Lane, Wethersfield, CT 06109

OR PLEASE CLICK

<https://securepayment.link/iiact/>

**Cancellation / Refund Policy:** Cancellation requests received within 2 weeks of the start of class will be subject to a 25% penalty fee. Cancellation of class where course materials have been mailed to student will be subject to a \$25 S&H fee. Course materials are required to be returned or the cost of materials will be deducted from any refund issued. No refunds or credits will be given once a course has begun. Substitutions are welcome.

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any request for accommodations to that disability. Your request should be submitted at least 2 weeks in advance of the program you wish to attend.