

# ERRORS & OMISSIONS COURSES

IIAC offers two different E&O courses which qualify agencies that purchase their E&O insurance through IIAC for a credit on their total annual premium.

## Errors & Omissions Loss Control Techniques Provides 6 P&C CE Credits

This 6 CE hour course will cover the following topics: understanding agents duties; E&O claim – 360 view; reporting of claims; agency procedures, agency defenses – documentation, risk assessment questionnaires and coverage checklists; E&O consideration of agency operations, E&O issues with Certificates of Insurance; limiting exposure for data breaches; E&O exposures when using social media; and minimizing exposures from Excess & Surplus lines perspectives. **Course is approved to provide premium credit 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 Roadmap to Policy Analysis Risk Management Provides 6 P&C CE Credits

This new six hour course will provide participants with a deeper understanding of important contract features specific to insurance policies and how they may or may not affect coverage. We will look at the sections of policies and their purpose, how they can be modified and how they interact and work together to determine coverage. Ultimately, the student will come to understand how all of the discussion impacts Errors and Omissions (E&O) loss control, new sales and retention of existing business. **Course is approved to provide premium credit 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.**

## 10% Westport IIAC E&O Premium Credit

The above programs qualify agencies that purchase their E & O insurance through IIAC from Westport Insurance Company, for a 10% credit on their total annual premium if the following personnel attend:

### Agency Staff size of 1

Active Agency Principal, Owner, Partner or Officer

### Agency Staff size of 2 to 7: 2 Attendees Required

1 Active Agency Principal, Owner, Partner or Officer  
1 Producer or CSR

### Agency Staff size of 8 to 20: 4 Attendees Required

1 Active Agency Principal, Owner, Partner or Officer  
1 Active Agency Principal, Owner, Partner, Officer,  
Operations Manager or Producer  
2 Producers or CSRs

### Agency Staff size of 21 to 50: 6 Attendees Required

1 Active Agency Principal, Owner, Partner or Officer  
1 Active Agency Principal, Owner, Partner, Officer,  
Operations Manager or Producer  
4 Producers or CSRs

### Agency Staff size of 51 or more: 10 Attendees Required

1 Active Agency Principal, Owner, Partner or Officer  
2 Active Agency Principals, Owners, Partners, Officers,  
Operations Managers or Producers  
7 Producers or CSRs

The required number of agency personnel must attend the course for the credit to apply.

Please contact **Laura Szatkowski** at 860-563-6510 if you have any questions regarding your agency's attendance requirements.

## COURSE DATES

Please refer to either our [Education Calendar](#)  
or our  
[E&O Course Brochure](#) for scheduled course dates.