

PROPERTY & CASUALTY INSURANCE TRAINING FOR NEW PRODUCERS

MarshBerry & *Insurance Journal* have joined forces to bring you a series of online technical training courses designed specifically to provide your producers the knowledge they need to develop a foundation for success! This 15-hour, 8-week program is authored and instructed by Chris Boggs, Vice President of Education for *Insurance Journal's* Academy of Insurance, and one of the top insurance educators in the country.

BEYOND BASIC TRAINING FOR NEW INSURANCE PROFESSIONALS: THE NEXT STEP IN PROFESSIONAL DEVELOPMENT (9-PART SERIES)

Designed for those new to the insurance industry or those seeking professional improvement.

- Risk and its Relationship to Insurance
- Risk Management Theory and Application
- Truly Understanding the Insurance Mechanism
- Public and Private Risk Sharing Transfer
- How is the Insurance Industry Regulated?
- The Legal and Contractual Aspects of Insurance
- Insurance for Legal Liability Arising Out of Negligence
- How to Read and Understand ANY Insurance Policy

UNDERSTANDING COMMERCIAL PROPERTY UNDERWRITING & "COPE" (2-PART SERIES)

Learn the importance of the four basic data points in the property underwriting process: Construction, Occupancy, Protection & Exposure ("COPE").

UNDERSTANDING AND EXPLAINING THE MYSTERY OF COINSURANCE

The application of coinsurance is confusing to clients and can be confusing to many agents. Learn how to make this seemingly complicated provision easy and simple to explain and understand.

UNDERSTANDING THE BASICS OF CONTRACTUAL RISK TRANSFER

Learn how contractual risk transfer is defined and the duties of each of the three parties involved.

NAMED INSUREDS: WHO SHOULD BE, WHO CAN BE AND WHO SHOULDN'T BE

Before any claim is paid, status as an "insured" must exist. Is the person or entity suffering or causing loss actually an insured?

UNDERSTANDING THE DIFFERENT PROPERTY INSURANCE VALUATIONS

Learn what "values" relate to insurance, how each of these values relates to indemnification, and the true insurance meaning of these terms. They don't mean what you think!

COVERAGE TRIGGERS: OCCURRENCE VS. CLAIMS MADE LIABILITY COVERAGE

Liability protection can be provided by either an "occurrence" trigger or a "claims made" trigger. Learn the coverage triggers for both "occurrence" and "claims made" forms.

Pricing for program includes all training courses listed

MARSHBERRY COST: \$999/PERSON

RETAIL COST: \$1,500

Discounts available for multiple enrollments

In partnership with:



FOR MORE INFORMATION...

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