



Commercial Casualty Institute

August 23-25, 2017

Adams Pointe Conference Center & Courtyard by Marriott
Blue Springs, Mo.

Agenda

Wednesday, Aug. 23, 2017

7:30 - 8 am **Registration**

8 am - 12:15 pm **Commercial General Liability**
Learn what liability exposures exist in the areas of premises, operations, products and completed operations, and personal and advertising injury liability. Understand important legal concepts and how they correlate with CGL coverage. Determine what coverage the CGL provides, who is insured, what is excluded, how the limits apply and be able to identify appropriate CGL endorsements.
Steven Lyon, CIC, CRM, CPCU, ARM, AAI, CRIS
Lyon Consulting Services, LLC
Pompton Plains, N.J.

12:15 - 1:15 pm **Lunch on Your Own**

1:15 - 5:15 pm **Commercial General Liability (cont'd)**
Steven Lyon, CIC, CRM, CPCU, ARM, AAI, CRIS

5:15 - 5:45 pm **Exam Briefing**

Thursday, Aug. 24, 2017

8 - 10 am **Additional Insured Concepts and Endorsements**
Explore the reasons for additional insured status and what problems may be created by adding an additional insured. The purpose, coverage and limitations of the more commonly used additional insured endorsements will be explained. Waivers of subrogation and the impact of the "Other Insurance" policy condition will also be addressed.
Bryan Tilden, CIC, CPCU, CLU, ChFC, ARM, ALCM, SCLA
Tilden & Associates
Pittsboro, N.C.

Thursday, Aug. 24, 2017 (cont'd)

10 am - 12 pm **Workers' Compensation and Employer's Liability**
Understand important legal concepts and employment exposures of today's workers compensation system. Workers' compensation and employer's liability insurance will be explained along with some of the more commonly used endorsements.
Keith Wilts, CIC, CPCU
Professional Training Associates
LaGrange, Ken.

12 - 1 pm **Lunch on Your Own**

1 - 3 pm **Workers' Compensation and Employers Liability (cont'd)**
Keith Wilts, CIC, CPCU

3 - 5 pm **Business Auto**
Identify the major coverages and exposures related to various uses of "covered autos" (owned, non-owned and hired). Determine "who is an insured," what exclusions apply, the gaps of coverage, and some endorsements that modify the business auto coverage form.
Bryan Tilden, CIC, CPCU, CLU, ChFC, ARM, ALCM, SCLA

Friday, Aug. 25, 2017

8 am - 12 pm **Business Auto (cont'd)**
Bryan Tilden, CIC, CPCU, CLU, ChFC, ARM, ALCM, SCLA

12 - 2 pm **Lunch and Study Time on Your Own**

2 - 4 pm **Examination**



ADA/Dietary Requests

We work hard to make our programs accessible to all. If you need special accommodations, simply phone MAIA at 800-617-3658 or email Emily at ekoenigsfeld@moagent.org

Please notify us in advance if you have any special dietary requirements.

Cancellation Policy

You will not receive a refund or transfer credit if you do not notify us before the start of the event. All cancellations and transfers must be received in writing. **Refunds:** A 90 percent refund applies if cancelling more than two weeks prior to start of event; 75 percent refund if cancelling fewer than two weeks before the event. **Transfers:** A \$30 transfer fee will be assessed on any CIC transfer made within two weeks of the program. Transfers may only be made to another MAIA course. Student must indicate a transfer course within two weeks of cancellation, or appropriate percentage of tuition will be refunded.

Requesting an Extension

In order to request an extension on your CIC update, please contact The National Alliance at 800-633-2165.

Location

This institute will be held at the Adams Pointe Conference Center & Courtyard by Marriott, 1400 NE Coronado Dr., Blue Springs, MO 64014, 816-228-8100. You are responsible for your own hotel reservations. We have special room rates of \$119 for single or double (this rate cannot be guaranteed for reservations made within 30 days of the class). You must tell the hotel you are with the Missouri Association of Insurance Agents group to get this rate.

CE Credits

This class is approved for 16 property-casualty continuing education credits in Missouri. If you have any questions, please call The Society at 800-633-2165.

MyPage

MyPage displays all of your National Alliance professional education information including: Alliance member #, when your next update is due, membership dues status, CE certificate, course history, new program offerings, contact and logon information, and suggested reading materials. *Please note that it will take 4-6 weeks for your attendance to be reflected on your MyPage.*



Commercial Casualty Registration Form 2017

(One registration form per person. Form may be photocopied for others.)



I wish to attend the CIC Commercial Casualty Institute to be held August 23-25, 2017 in Blue Springs, Mo.

Name _____ Name for badge _____

Title _____ Designation(s) you hold: ACSR CISR CIC CLU CPCU AAI LUTCF Other: _____

Date of Birth _____ License Number: PR _____ National Producer Number: _____

Which best describes your role? Owner/Principal Agency Mgr. Producer Acct. Mgr. CSR IT Co. Rep Other: _____

Agency/Co. _____ Street Address _____

City/State/ZIP _____

Phone _____ Fax _____ Email _____

Type of Entity: Retail Agency Insurance Co. MGA/E&S Agency Vendor Other _____

Is this your first CIC Institute? YES NO Is this your last CIC exam? YES NO

SEMINAR PRICE is \$435 or \$415 Early Bird Discount*

**Early Bird Discount price applies to registrations received at least two weeks prior to seminar date. Fee includes materials, breaks and CE credit reporting fees for participants. Note: You can also register online at www.missouriagent.org.*

VISA MC AmEx Disc. Card #: _____ Ex. Date _____ Verification Code _____

Billing Address _____ Cardholder Sig. _____

Or make checks payable to MAIA. **(Payment must be sent with this form)**

Mail or fax to Missouri Association of Insurance Agents, P.O. Box 1785, Jefferson City, MO 65102-1785, Fax: 573-893-3708.

Questions? Phone 800-617-3658 or 573-893-4301.