

PROGRAM SCHEDULE

Module 1: Insurance Fundamentals

MONTH 1

Industry Overview: Property Casualty & Employee Benefits

- + This online course provides an in-depth overview of the insurance industry
- + Participants are introduced to all components of the insurance value chain and learn how they interact and integrate

Risk Management Fundamentals

Participants will learn fundamental Risk Management concepts and the risk management process

- ▶ Scope of Risk Management
- ▶ Risk Management Cost & Benefits
- ▶ Overview of Risk Management Process
- ▶ Types of Loss Exposure
- ▶ Identifying Loss Exposure
- ▶ Analyzing Loss Exposure
- ▶ Risk Control Techniques
- ▶ Risk Financing Techniques
- ▶ Selecting Appropriate Risk Management Techniques
- ▶ Implementing Risk Management Techniques
- ▶ Revising Risk Management Programs

Analyzing Insurance Contracts

Participants will learn the components of the insurance contract and how to analyze contracts for coverage and gaps

- ▶ Government Regulation of the Insurance Industry
- ▶ Physical Contract Construction
- ▶ Common Provisions
- ▶ Analysis Methods

Coverage Fundamentals: Commercial Property

Deep dive into Commercial Property

- ▶ Overview of Commercial Property Insurance
- ▶ Business Personal Property (BPP) Covered Property
- ▶ BPP Additional Coverages & Extensions
- ▶ Causes of Loss - Basic Form & Broad Form
- ▶ Causes of Loss - Special Form
- ▶ BPP Limits of Insurance & Deductible
- ▶ BPP Loss Conditions & Additional Conditions
- ▶ BPP Optional Coverages
- ▶ Commercial Property Conditions
- ▶ Common Policy Conditions
- ▶ Commercial Property Endorsements
- ▶ Factors Affecting Commercial Property Premiums
- ▶ Determining Whether the BPP Covers a Loss



MONTH 2

Coverage Fundamentals: Commercial Property (Continued)

Coverage Fundamentals: Business Income

Deep dive into Business Income Insurance

- ▶ Business Income Loss Exposures
- ▶ Business Income Coverage (BIC) Insuring Agreements
- ▶ BIC Additional Coverages and Coverage Extension
- ▶ BIC Limit of Insurance and Conditions
- ▶ BIC Optional Coverages
- ▶ Determining Whether the BIC Form Covers a Loss

Coverage Fundamentals: Commercial Liability

Deep dive into Commercial Liability Insurance

- ▶ Overview of Commercial General Liability (CGL) Insurance
- ▶ CGL Coverage A - Insuring Agreement
- ▶ CGL Coverage A - Exclusions
- ▶ CGL Coverage B - Personal and Advertising Injury Liability
- ▶ CGL Coverage C - Medical Payments
- ▶ CGL Supplementary Payments
- ▶ CGL Who Is an Insured Provisions
- ▶ CGL Limits of Insurance
- ▶ CGL Conditions
- ▶ Rating CGL Coverage
- ▶ Determining Whether the CGL Covers a Claims



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MONTH 3

Coverage Fundamentals: Commercial Liability (Continued)

Coverage Fundamentals: Workers Compensation

Deep dive into Workers Compensation and Employers Liability (WC&EL) Insurance

- ▶ Workers Compensation Statutes: Purpose, Benefits, and Persons Covered
- ▶ Workers Compensation Statutes: Extraterritorial Provisions, Federal Jurisdiction, and Methods for Meeting Employers' Obligations
- ▶ WC&EL Policy - Workers Compensation Insurance
- ▶ WC&EL Policy - Employers Liability Insurance
- ▶ WC&EL Policy - Other States Insurance
- ▶ Workers Compensation and Employers Liability Insurance Policy—Endorsements
- ▶ Rating Workers Compensation Insurance
- ▶ Determining Whether the WC&EL Policy Covers a Claim

Coverage Fundamentals: Commercial Auto

Deep dive into Commercial Auto Insurance

- ▶ Overview of Commercial Auto Insurance
- ▶ Business Auto Coverage Form (BACF) Covered Autos
- ▶ Section BACF Covered Autos Liability Coverage
- ▶ BACF Physical Damage Coverage
- ▶ BACF Conditions
- ▶ Business Auto Coverages Added by Endorsement
- ▶ Rating Commercial Auto Insurance
- ▶ Determining Whether the BACF Covers a Claim



MONTH 4

Coverage Fundamentals: Umbrella

Deep dive into Umbrella Insurance

- ▶ Commercial Excess Liability Insurance
- ▶ Commercial Umbrella Liability Insurance

E&O and Specialty Coverages

Distinguishing Between Professional and Management Liability

Employer-Sponsored Benefits Fundamentals for Commercial Lines

Commercial Lines insurance professionals must understand employee benefits to view an account holistically, ask appropriate questions and engage in high-level discussions with clients and prospects

- ▶ Group Health
- ▶ Group Disability
- ▶ Group Life, Retirement Plans

Coverage Fundamentals: Marine

Deep dive into Marine Insurance

- ▶ Overview of Inland Marine Insurance
- ▶ Non-filed Classes of Inland Marine Insurance
- ▶ Filed Classes of Inland Marine Insurance
- ▶ Overview of Ocean Marine Insurance
- ▶ Ocean Marine Insurance Policies
- ▶ Recommending Inland and Ocean Marine Coverages

Coverage Fundamentals: Crime

Deep dive into Crime Insurance

- ▶ Overview of Commercial Crime Insurance
- ▶ Commercial Crime Insuring Agreements
- ▶ Commercial Crime Limits and Deductible
- ▶ Commercial Crime Exclusions
- ▶ Commercial Crime Conditions
- ▶ Determining Whether the Commercial Crime Coverage Form Covers a Loss

Mastery & Application of Core Commercial Coverages

Live virtual instruction led by UGA faculty focused on mastery and application of core commercial coverage



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