
COMMERCIAL AUTO INSURANCE – WEEK 12 AT A GLANCE

OVERVIEW: The Commercial Auto Insurance unit provides in-depth knowledge and application of commercial auto coverages.

Objectives:

- Understand commercial auto concepts
- Understand commercial insurance contracts and be able to analyze them for coverage and gaps
- Know how to identify commercial auto exposures and match coverage to the needs of a client or prospect
- Apply the coverage concepts and forms to real world situations

WEEK 12 – APRIL 20 – APRIL 27, 2021

Topics/Activities		Approximate Time	Date/Complete By
Online/Self-Paced	Live Virtual		
Overview of Commercial Auto Insurance		20 minutes	April 27
Read Overview of Commercial Auto Insurance (The Institutes)			
Watch ‘Educator Insights’ Video: Commercial Auto Loss Exposures			
Complete Workbook Page (optional)			
Take Quiz: Overview of Commercial Auto Insurance			
BACF Covered Autos		30 minutes	April 27
Read BACF Covered Autos (The Institutes)			
Watch ‘Educator Insights’ Video: BACF Covered Autos			
Complete Workbook Page (optional)			
Take Quiz: BACF Covered Autos			
BACF Covered Autos Liability Coverage		30 minutes	April 27
Read BACF Covered Autos Liability Coverage (The Institutes)			
Watch ‘Educator Insights’ Video: BACF Covered Autos Liability Coverage			
Complete Workbook Page (optional)			
Take Quiz: BACF Covered Autos Liability Coverage			
BACF Physical Damage Coverage		30 minutes	April 27
Read BACF Physical Damage Coverage (The Institutes)			
Watch ‘Educator Insights’ Video: BACF Physical Damage Coverage			
Complete Workbook Page (optional)			
Take Quiz: BACF Physical Damage Coverage			
BACF Conditions		30 minutes	April 27
Read BACF Conditions (The Institutes)			
Complete Workbook Page (optional)			
Take Quiz: BACF Conditions			

Topics/Activities		Approximate Time	Date/Complete By
Online/Self-Paced	Live Virtual		
Business Auto Coverages Added by Endorsement		30 minutes	April 27
<i>Read</i>	Business Auto Coverages Added by Endorsement (The Institutes)		
<i>Complete</i>	Workbook Page (optional)		
<i>Take</i>	Quiz: Business Auto Coverages Added by Endorsement		
<i>Complete</i> Assignment: Bulldog Mechanical Case Study		20 minutes	April 27
Rating Commercial Auto Insurance		30 minutes	April 27
<i>Read</i>	Rating Commercial Auto Insurance (The Institutes)		
<i>Complete</i>	Workbook Page (optional)		
<i>Take</i>	Quiz: Rating Commercial Auto Insurance		
Determining Whether the BACF Covers a Loss		20 minutes	April 27
<i>Read</i>	Determining Whether the BACF Covers a Loss (The Institutes)		
<i>Take</i>	Quiz: Determining Whether the BACF Covers a Loss		
<i>Watch</i>	Insights from the Field Video	5 minutes	April 27
Review and Application	<i>Attend</i> live virtual session	60 minutes	April 27
<i>Complete</i>	Reflection/Action Plan	15 minutes	April 27