

**WEEK 7 AT A GLANCE: BUSINESS INCOME INSURANCE**

**OVERVIEW:** This unit provides an in-depth look at business income exposures, concepts and insurance coverage.

**Objectives:**

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

**WEEK 7 – OCTOBER 19 – 26, 2021**

Topics/Activities		Approximate Time	Date/Complete By
Online/Self-Paced	Live Virtual Instructor Led		
<b>Business Income Loss Exposures</b>		30 minutes	Oct 26
	<i>Read</i> Business Income Loss Exposures (The Institutes)		
	<i>Watch</i> ‘Educator Insights’ Video: Business Income Loss Exposures		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Business Income Loss Exposures		
<b>Business Income Coverage (BIC) Insuring Agreements</b>		30 minutes	Oct 26
	<i>Read</i> BIC Insuring Agreements (The Institutes)		
	<i>Watch</i> ‘Educator Insights’ Video: Business Income Insuring Agreements		
	<i>Complete</i> Workbook Page (optional)		
	<i>Post</i> response: Bulldog Mechanical Case Study Assignment		
	<i>Take</i> Quiz: BIC Insuring Agreements		
<b>BIC Additional Coverages and Coverage Extension</b>		30 minutes	Oct 26
	<i>Read</i> BIC Additional Coverages and Coverage Extension (The Institutes)		
	<i>Watch</i> ‘Educator Insights’ Video: Business Income Additional Coverages & Coverage Extension		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: BIC Additional Coverages and Coverage Extension		
<b>BIC Limits of Insurance and Conditions</b>		30 minutes	Oct 26
	<i>Read</i> BIC Limits of Insurance and Conditions (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: BIC Limits of Insurance and Conditions		
<b>BIC Optional Coverages</b>		30 minutes	Oct 26
	<i>Read</i> BIC Optional Coverages (The Institutes)		
	<i>Watch</i> ‘Educator Insights’ Video: Business Income Optional Coverages		
	<i>Complete</i> Workbook Page (optional)		
	<i>Post</i> response: Bulldog Mechanical Case Study Assignment		
	<i>Take</i> Quiz: BIC Optional Coverages		

<b>Determining Whether the BIC Form Covers a Loss</b>			45 minutes	Oct 26
	<i>Read</i> Determining Whether the BIC Form Covers a Loss (The Institutes)			
	<i>Take</i> Quiz: Determining Whether the BIC Form Covers a Loss			
	<i>Watch</i> 'Insights from the Field' Video			
Live Virtual Class – October 26		<i>Attend</i> Live Virtual Class	60 minutes	Oct 26
<i>Complete</i> Reflection/Action Plan			15 minutes	Oct 26