



July & Sept 2009 in Michigan More Quality CE Programs From The Van Wyhe Group

Property Principles & Pitfalls 8:45 - 12:00 3 Credits

Whether writing a commercial account or coverage on a rental duplex, the principles of property coverage are the same. Discuss the real purpose of property coverage: to fund the insured's disaster plan. Learn the approaches for addressing insurance to value and prevent the shortfall on both a partial and total loss. Explore the insured's options under a replacement cost settlement and how ACV works at the time of claim. Discover what it means to prove the loss and why writing coverage properly streamlines the claims process. Learn the principles and approach writing property with a more creative approach. Client Handouts™ are included.

E&O: Emerging Exposures You Should Not Overlook 1:00 - 4:00 3 Credits

E&O IN PM

Spend the afternoon addressing the face of change. Explore new exposures such as medical tourism, hybrids & NEVs. Discuss emerging E&O exposures such as non-English speaking insureds, text messaging & email. Review the perils of the current economy: intentional damage, "give-ups," and "walk-a-ways." Stay up-to-date on new and emerging issues.

July 13-Gaylord July 14-Birch Run July 15-Troy July 16-Okemso July 17-Grand Rapids

We're Going Green! 8:45-12:00 3 Credits

The U.S. economy is going green and the insurance industry is responding to the new exposures. Learn about LEEDS, carbon footprint, and standards of a green building. Review the new coverages: environmental products, building & contents upgrades, and the new green Homeowners. Discuss the vehicle implications: discounts, hybrids, electric vehicles, mopeds & van pooling. Explore the liability issues in D&O, professional liability, and greenhouse gas emission liability. Learn what it means to "go green." Learn to recognize and deal with your client's emerging green exposures.

ETHICS IN PM

Ethical Issues: Privacy & Confidentiality 1:00 - 4:00 3 Ethics or General Credits

Privacy and confidentiality are two related issues that are emerging in modern society. Every agent should know the fundamentals of both. Privacy is the right to be free from interference. Learn about the various types of privacy, the legal implications, the coverages available, and the agent's exposures. Confidentiality is the duty to protect privileged information. Learn the ethical duties of the agent and the obligations of the professional. Review the federal legislation that impact both privacy and confidentiality. Increase your comfort level, help your clients, and prevent E&O by learning more about privacy and confidentiality.

Sept 14-Trav City Sept 15-Birch Run Sept 16-Troy Sept 17-Ann Arbor Sept 18-Grand Rapids

\$59 half day,
\$118 full day

By Mail:

The Van Wyhe Group
P O Box 4130
Waukesha, WI 53187

By Fax: 800-476-2945

By Email:

support@insurancece.com
www.insurancece.com

Name: _____ **Lic #:** _____

Email: _____

Seminar Date: _____ **AM/PM/Both:** _____

Agency: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Tele: _____ **Fax:** _____

Send check or charge to MC _____ **Visa** _____

Card No. _____ **Exp Date:** _____

Signature: _____