



The Van Wyhe Group Returns with Quality CE

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

Whether writing commercial or personal lines, 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. Discover what it means to prove the loss and why writing coverage properly streamlines the claims process. Learn the principles & 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

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.

Aug 10 - Salem Aug 11– Canton Aug 12 – Middlebg Hts Aug 13 – Perrysbg Aug 14 – Columbus

Privacy, Cyber-Security, & Identity Theft 8:45 - 12:00 3 Credits

Privacy and security of information are the liability issues of the decade. The insurance industry is responding. Review the new exposures and explore the new coverages created in both personal and commercial lines. Discuss the exposures of Invasion of Privacy and the federal statutes that create the new privacy exposure. Review the new Commercial Identity Theft policies and why some Cyber-security policies are already outdated. Learn what to look for in a good personal lines Identity Theft policy. These are the emerging exposures of the decade. Learn to evaluate what your carriers are offering and what the competition is doing.

Fraud in a Recession 8:45 – 12:00 3 Credits

When the economy gets bad, you can expect insurance fraud to increase. Desperate people do desperate things and today we see a different face on this crime. Review the current statistics and the cost of insurance fraud. Discuss arson, phantom property, Workers Comp premium fraud and auto "give-ups." Explore fraud that is perpetrated by a client you have trusted for years. Learn how to spot fraud and what to do about it. Protect your loss runs, your carriers, and the insurance industry.

Nov 9 - Salem Nov 10 – Canton Nov 11 – Middlebg Hts Nov 12 – Perrysbg Nov 13 – Columbus

\$59 half day, \$118 full day

By Mail:

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Questions?

Call Angela at 800-326-4741

Name: _____ **Nat Prod #:** _____

Email: _____

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

Agency: _____

Address: _____

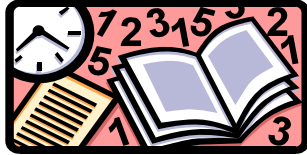
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May: Write Flood Right!, 3 Credits

July: The Collision Loss, 3 Credits

Sept: Professional Liability, 8 Credits

Nov: Legal Responsibilities, 3 Credits

June: Self Defense: Documentation, 3 Credits

August: Ethics in Insurance, 4 Ethics Credits

October: Business in the Home, 3 Credits

December: The Mold Melodrama, 5 Credits

Have questions on any of these programs?

Call Angela at 800-326-4741.

She will be pleased to help you.