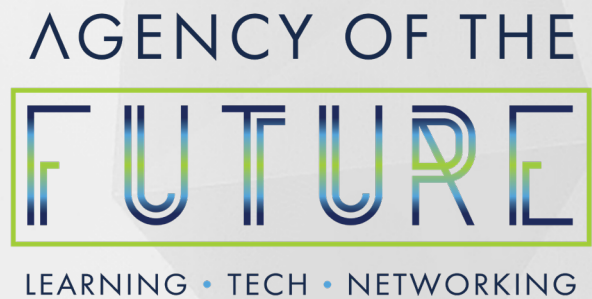


# 114<sup>TH</sup> IIAN ANNUAL CONVENTION

## COURSE DESCRIPTIONS



### FLOOD UPDATE & RISK RATING 2.0 | CHRIS GREENE

Nationwide, only 20% of American homes at risk for floods are covered by flood insurance. Since its inception by Congress in 1968, The National Flood Insurance Program (NFIP), which is part of the Federal Emergency Management Agency (FEMA), has lost more than \$36 million, at least in part because it under charges for premiums. FEMA plans to overhaul its fee structure with a new plan scheduled to go into effect on October 1, 2021. This course presented by The Flood Insurance Guru, Chris Greene, will give an update on Flood Insurance and Risk rating 2.0.

### LITIGATION & THE CLAIMS CYCLE | NIC NORTON

Insurance defense attorney, Nic Norton, will discuss recent insurance cases and will walk you through the process of how a claim can proceed into litigation, trial, mediation, and beyond.

### KEYNOTE PRESENTATION | RYAN HANLEY

#### **HUMAN-OPTIMIZED: HOW TO MAKE EVERY MISTAKE LAUNCHING YOUR AGENCY AND THRIVE**

If COVID has taught us anything about growing an independent insurance agency in the modern age, it's that best practices no longer apply. We must reimagine the value proposition our industry delivers to the customers we serve. In this keynote, Ryan Hanley will explain the "Human-Optimized" agency model and what you can learn from his 10 biggest mistakes launching Rogue Risk. COME WITH QUESTIONS!!

### GROW YOUR AGENCY LIKE AMAZON | STEVE ANDERSON

Want to grow your business like Amazon? Join risk and growth expert, Steve Anderson, who will provide insight on how to apply Bezos' same practices to watch your business become more efficient, productive, and successful – fast!

# COURSE DESCRIPTIONS

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## **AGENCY OF THE FUTURE | RYAN HANLEY**

We are now operating through the most rapid digital evolution in history. Not just within insurance, but in every aspect of both our own and our clients' lives. How does the agency of the future adapt to solve a completely new set of risk profiles and customer demands? Come with an open mind, because things are going to get crazy.

## **YOUR AGENCY'S TECH STACK | STEVE ANDERSON**

Tech. You can't do business or run an agency without it. The time is now to make your tech stack do more – bigger profit, happier customers, easier workflow. You'll get help developing your plan of attack! You'll also learn about CATALYT – your new Big "I" go-to technology resource for independent insurance agencies. World-class tech experts, guidance, solutions, training, and community can now be found in one place! Learn how you can access technology solution guides and reviews, training assessments, and tools through Catalyt.com. Don't know what a tech stack is? No worries - you will after this!

## **VIDEO & CONTENT MARKETING | CHRIS GREENE**

Video and content marketing can be challenging. Join Chris Greene as he provides his insight into successful video and content marketing for your agency.

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## **CANNABIS: PAST, PRESENT & FUTURE | DARRICK COLE**

Did you know that there are currently 1,500 strains of cannabis and hemp that are licensed? Join Darrick Cole for a presentation on the Federal and State history of Cannabis. He will examine the areas of coverage of this emerging field and answer questions you may have.

## **WORKERS COMPENSATION & COVID | JULIE RICHT**

This course will help you gain knowledge of recent impacts of COVID-19 to the Workers' Compensation industry across the United States. You will be provided with updates on overall impact, coverage and compensability, guidance on reopening businesses and workplaces, and evaluate short-term and long-term effects of COVID-19 for employers and employees pertaining to Workers' Compensation.

## **CYBER EVENTS | MADISON MOONEY**

This hour-long course is focused on describing the current state of the underlying risk in the cybersecurity world and the insurance implications for producers and their clients. The first of the four seminar parts details how many small insureds are not prepared for the risk of a cyber-attack. The second section discusses cybersecurity legal requirements. The third section of the seminar shifts focus to third-party liabilities and lawsuits. The final portion of the hour will turn to the ongoing struggle over the scope of cybersecurity coverage by focusing on a pair of recent coverage decisions.



# COURSE DESCRIPTIONS

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## **E&O: PERSONAL LINES | KENT E. ANTHONY, CIC, CFP, CMFC, RFC**

### **Qualifies for Westport Loss Prevention Credit**

Errors and omissions by an insurance producer can be extremely costly and damaging to the producer's professional reputation. This course is designed to help you **prevent** many types of errors and omissions involving miscellaneous personal lines coverages. The verb "**prevent**" is used here in the risk management sense. Loss prevention seeks to reduce the frequency or likelihood of claims.

This course examines personal coverage gaps and insurance options in these four categories:

- Alternatives to the homeowners policy, specifically dwelling insurance, farm insurance and mobile home insurance
- Business and professional exposures, with emphasis on home-based businesses
- Motor vehicle exposures, including motorcycles, golf carts, motor homes and others
- Watercraft and aircraft, including discussions of hovercraft and drones

## **CISR HOLD SEMINAR | SAM BENNETT, CIC, AFIS, CRIS, CPIA**

**Writing Small Commercial Accounts** - Small businesses are one of the fastest growing segments of our economy. Small commercial insurance accounts must be managed by agencies and companies if the business is going to be profitable. There are several management approaches to handling small accounts that have been used; they have historically met with success or failure dependent on the staff of the agency. Balancing the time commitment is difficult because the small commercial account deserves exposure and coverage analysis, further necessitated by the management of the agency's E&O. The successful writing of small commercial accounts requires personnel - frequently customer service representatives - who are sales-oriented, experienced and highly efficient.

**Personal Lines: Non-Owned Auto Exposures** - Various types of exposures and liability exist for your client if they operate a motor vehicle they do not own. As their agent, your clients value your expertise about insurance products they need. By attending this course, you will gain valuable knowledge about the non-owned auto types and exposures, personal auto liability coverage for rented vehicles, liability exclusions that apply to rented vehicles, uninsured/underinsured motorist coverage, physical damage coverage, endorsements available and much more.