

RISE to
the
CHALLENGE

BIG **i** SM | INDEPENDENT INSURANCE AGENTS OF
NEBRASKA

116th Annual Convention
September 11-13

COURSE DESCRIPTIONS

PERSONAL LINES CLAIMS SCENARIOS & WHAT TO DO ABOUT THEM

INSTRUCTOR SAM BENNETT, CIC, CPRM, AFIS, CPIA, CRIS

This presentation will address the risks common for individuals and families and the use of personal lines coverage forms such as homeowner, personal auto and personal umbrella/excess policies as tools to finance risk. We will use real life claim scenarios to 'dig in' to Personal Lines policy language in order to show both the newer and the seasoned agent that it is not what you THINK the policy says, but what the policy ACTUALLY says that is vital in coverage determination. The scenarios are colorful and humorous and require participants to understand how dissecting the coverage forms is vital in determining coverage and eliminating gaps.

RISK MANAGEMENT IN AN HOUR

INSTRUCTOR CASEY ROBERTS CIC, AFIS, ACSR

Can you take a deep dive in an hour when it comes to Risk Management? No. But what we can do is remind ourselves of and focus on key principles that should be always included in every discussion of Risk Management. PLUS, you'll be able to briefly explain and show your clients and prospects EXACTLY what they need to know to make informed insurance purchasing decisions.

