

E and O Modules Taught

All modules must add to 300 minutes.	Suggested Time (Minutes)	Annual Conv	Winter Conf	Annual Conv	Annual Conv	Annual Conv	Winter Conf	Annual Conv	Annual Conv	Winter Conf	Annual Conv	Winter Conf	Annual Conv
		2011	2012	2012	2013	2014	2015	2015	2016	2017	2017	2018	2018
Modules		Lisa Burnside	Lisa Worley	Virginia Bates	David Walker	David Thompson	Angie Heavener	Sam Bennett	Keith Wilts	John Dismukes	Angie Heavener		Casey Roberts
Agency/Carrier Relationships - Law of Agency	35 min				35	35	35	35	30	35			
Agency/Carrier Contracts - E&O Considerations	35 min									35			
Compliance with State & Federal Laws	20 min									20			
Understanding Agent Duties	25 min				25	25	25	25					
An E&O Claim - 360° view	85 min				85	85				85			
Reporting and E&O claim	15 min				15		15	15		15			
The Role of Agency Procedures	15 min				15		15						
Agency Defenses - Documentation	60 min				60	60		60	60				
Risk Assessment Questionnaires and Coverage Checklists	20 min					20	20		20				
E&O Considerations of Agency Operations	60 min				60	60	60	60					60
E&O Issues of Certificates of Insurance	40 min						40	40	40				40
Minimizing E&O Exposure from Excess and Surplus Lines	20 min						20	20					
Limiting Exposure to Data Breaches	25 min					25	25	25		25			25
E&O Exposures When Using Social Media	25 min				25		25	25		25			25
Reducing E&O Exposure in Placement of Crop Insurance	60 min						60			60			
Mock Trial - Bushwood vs Noonan	150 min								150				150
Policy Analysis											300		
Total Time					320	310	340	305	300	300	300	0	300

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