

# January

Date	Webinar	Time (Central)	Instructor
8	Commercial General Liability Coverages	12 PM - 3 PM	Keith Wilts
10	E&O: Roadmap to Policy Analysis - Part One	8 AM - 11 AM	Keith Wilts
10	E&O: Roadmap to Policy Analysis - Part Two	12 PM - 3 PM	Keith Wilts
14	Business Auto Coverages	12 PM - 3 PM	Patrick Deem
15	Workers' Compensation	12 PM - 3 PM	Paul Burkett
16	Farm Liability Coverages	8 AM - 11 AM	Keith Wilts
17	Ethical Dilemmas ... Making the Right Choices	12 PM - 3 PM	Ross Pearce
23	It's Not My Fault, or Is It? - Liability Issues in Personal Lines Policies	12 PM - 3 PM	Ross Pearce
24	Cyber Liability	12 PM - 3 PM	Paul Burkett
28	10 Things Every Commercial Lines Agent Ought to Know	12 PM - 3 PM	Keith Wilts
29	When the Child Becomes the Parent - Aging Parents and Insurance Decisions	12 PM - 3 PM	Ross Pearce
30	Personal Auto Policy	12 PM - 3 PM	Keith Wilts

# February

Date	Webinar	Time (Central)	Instructor
5	E&O: Roadmap to Policy Analysis - Part One	8 AM - 11 AM	Keith Wilts
5	E&O: Roadmap to Policy Analysis - Part Two	12 PM - 3 PM	Keith Wilts
5	E&O: Roadmap to Policy Analysis - Part One	4 PM - 7 PM	Keith Wilts
6	Condominiums	8 AM - 11 AM	Ross Pearce
7	Contractual Liability ... Separating Fact from Fiction	12 PM - 3 PM	Keith Wilts
11	Insuring Toys and Collectibles	12 PM - 3 PM	Keith Wilts
13	Life Insurance ... Benefits for the Living	12 PM - 3 PM	Ross Pearce
19	Insuring Trusts - Protecting Your Client's Wishes	8 AM - 11 AM	Paul Burkett
19	Ethics - Walking a Straight Line	12 PM - 3 PM	Keith Wilts
20	Additional Insureds and Certificates of Insurance	12 PM - 3 PM	Paul Burkett
21	Fiduciary Liability, ERISA Bonding, and Employee Benefits Liability <i>The Affordable Care Act contains significant responsibilities for benefit plan decision makers</i>	12 PM - 3 PM	Richard Clarke
25	Dispelling the Myths of Workers' Compensation	12 PM - 3 PM	Patrick Deem
27	Homeowners Hot Topics ... What You Need to Know	12 PM - 3 PM	Ross Pearce

# March

Date	Webinar	Time (Central)	Instructor
6	Top 10 Countdown of Personal Lines Coverages & Current Issues	12 PM - 3 PM	Keith Wilts
7	Protecting Your Most Valuable Asset	12 PM - 3 PM	Ross Pearce
12	E&O: Roadmap to Policy Analysis - Part One	8 AM - 11 AM	Keith Wilts
12	E&O: Roadmap to Policy Analysis - Part Two	12 PM - 3 PM	Keith Wilts
13	Income After Retirement - Where Does the Money Come From?	8 AM - 11 AM	Ross Pearce
14	Business Auto Coverages	12 PM - 3 PM	Paul Burkett
18	Commercial Property Coverages <i>Exploring Key Concepts</i>	12 PM - 3 PM	Patrick Deem
19	Ethics and Agent Liability	12 PM - 3 PM	Paul Burkett
20	It's Not My Fault, or Is It? - Liability Issues in Personal Lines Policies	12 PM - 3 PM	Ross Pearce
21	Farm Vehicle and Equipment Coverages	8 AM - 11 AM	Keith Wilts
26	Lying, Stealing, New Types of Fraud: The Importance of Crime Insurance	12 PM - 3 PM	Richard Clarke
28	Businessowners Policy (BOP) ... Planning for the Unexpected	12 PM - 3 PM	Keith Wilts

# April

Date	Webinar	Time (Central)	Instructor
9	When the Child Becomes the Parent - Aging Parents and Insurance Decisions	12 PM - 3 PM	Ross Pearce
10	Cyber Liability	12 PM - 3 PM	Paul Burkett
11	Life Insurance ... Benefits for the Living	12 PM - 3 PM	Ross Pearce
15	Commercial General Liability Coverages	12 PM - 3 PM	Patrick Deem
16	E&O: Roadmap to Policy Analysis - Part One	8 AM - 11 AM	Keith Wilts
16	E&O: Roadmap to Policy Analysis - Part Two	12 PM - 3 PM	Keith Wilts
17	Ethics and the Law	12 PM - 3 PM	Keith Wilts
22	Who Is An Insured	12 PM - 3 PM	Keith Wilts
23	Farm Property Coverages	8 AM - 11 AM	Keith Wilts
24	Condominiums	12 PM - 3 PM	Ross Pearce
25	Workers' Compensation	12 PM - 3 PM	Paul Burkett
29	Insuring Hobby and Small Farms	12 PM - 3 PM	Keith Wilts