

2020 CE Class Schedule

Date	Location	Time	Course	IDOI Course#	CE Hours/Cost	Instructor
Wednesday June 17, 2020	LaPorte	8:00 am to 12:00 pm CST	<p>Insuring the Construction Project: This seminar examines the various ways in which participants are aligned on construction projects, and then turns to a discussion of the insurance implications of construction contracts. Major construction industry forms (such as AIA and AGC) are discussed (with a particular emphasis on indemnification provisions) and the seminar concludes with an examination of worker's compensation issues in construction.</p>	IN – 27881	4 - \$30	Rick Pitts Arlington Roe
Wednesday June 17, 2020	LaPorte	12:30 pm to 3:30 pm CST	<p>Mock Trial: Application Misrepresentation: The mock trial seminar is an interactive seminar in which the participants as “jurors” are given the instructions, exhibits and hear live “testimony” prior to determining the case.</p> <p>This mock trial involves an erroneous designation of additional insured status on a certificate of insurance.</p>	IN – 32993	3 - \$30	Rick Pitts Arlington Roe
Thursday, July 9, 2020	LaPorte	9:00 am to 12:00 pm CST	<p>Insuring Fiduciary Exposures: This seminar is designed as a relatively advanced course to educate insurance producers on the fiduciary exposures that their clients face. The first section begins with a description of the scope and history of fiduciary liability exposures. Next, the seminar turns (in sections two and three) to a discussion of loss frequency and severity under ERISA for trustees, looking at some of the major, headline-grabbing cases. A statistical analysis of the claims data, and its impact on underwriting, is also included. Finally, the seminar concludes with an</p>	IN - 27882	3 - \$30	Rick Pitts Arlington Roe

			extended analysis of the typical fiduciary liability policy.			
Thursday, July 9, 2020	LaPorte	12:30 pm to 3:30 pm CST	<p>Hot Spots in the Insurance Industry: This course surveys multiple, current issues in the insurance industry with the goal of preventing errors and omissions losses. The seminar starts with a look at a continuing classic: certificates of insurance and then turns to a look at current issues in employment practices liability insurance. In the second hour, the seminar looks at the current state of cyber and privacy laws and risks. New developments in liquor liability follows.</p> <p>The third hour examines drones in the context of important, current issues in personal lines generally.</p>	IN - 32699	3 - \$30	Rick Pitts Arlington Roe
Wednesday, July 15, 2020	South Bend	9:00 am to 3:30 EST	<p>Fundamentals of the Business Auto Policy: This course reviews designation symbols, who is insured, coverage extensions and exclusions, physical damage coverage, common policy conditions, and endorsements used with the Business Auto Policy.</p>	IN – 25171 MI – 77403	6 - \$60	Rick Weston ICT
Wednesday August 12, 2020	South Bend	8:30 am to 4:00 pm EST	<p>Understanding the Personal Auto Policy: (includes updates regarding the new ISO 2018 auto policy) This course provides a thorough review of the auto policy contract, including the major terms and definitions, how the policy is constructed, and the benefits in each section of the policy. The course reviews concerns and misunderstandings within the standard policy frequently encountered. A discussion of auto policy exclusions is featured in the course.</p>	IN- 27400 MI- 77917	7 - \$60	Rick Weston ICT

Wednesday August 26, 2020	LaPorte	9:00 am to 12:00 pm CST	Privacy Issues/The Insurance Considerations for Privacy Rights: This seminar involves a survey of major laws having an impact on privacy and confidentiality issues. Focusing on insurance professionals' risk management and sales approaches, the seminar addresses HIPAA, Gramm-Leach-Bliley and the Fair Credit Reporting Act, among others.	IN- 23058	3 - \$30	Rick Pitts Arlington Roe
Wednesday August 26, 2020	LaPorte	12:30 pm to 4:30 pm CST	You Be the Jury – Professional Liability: This continuing education class is interactive and fast paced. Participants sit as “jurors” and decide professional liability and coverage cases (all of which have been decided by appellate courts within the last few years). The participants deliberate and then compare their verdicts to the result in the real-world case on which the case is based. The actual outcome of the case and lessons to be gained from it are discussed.	IN – 29468	4 - \$30	Rick Pitts Arlington Roe
Wednesday September 16, 2020	South Bend	9:00 am to 12:00 pm EST	(New) Ethical Challenges & Consequences: This course considers the impact of unethical behavior and fraud by producers and their consequences using actual cases involving violations of unfair trade practices like rebating, dishonest acts, missing signatures, fake certificates, false information on applications, transacting insurance without a license, false replacement forms, cheating regarding CE, conflicts of interest, commingling funds, and more.	IN- 36313 MI- TBA	3 - \$30	Rick Weston ICT
Wednesday September 16, 2020	South Bend	12:30 pm to 3:30 pm EST	Understanding Social Security: This course explains the major features of the Social Security program. Social Security is a government program designed to financially assist the senior population in	IN- 28894 MI- 77919	3 - \$30	Rick Weston ICT

			<p>their retirement years. Even though most Americans will eventually participate, many have a limited knowledge of how the program functions. The course outlines major benefits available, eligibility rules to receive those benefits, strategies to maximize benefits, and limitations of the program. The course dispels some of the myths surrounding the difficulty, or ease, of qualifying for benefits, especially disability income benefits.</p>			
<p>Wednesday October 14, 2020</p>	<p>South Bend</p>	<p>8 am to 12 pm EST</p>	<p>Case Law & Insurance Contracts: This course takes us into the courtroom and shows the process judges and juries use to determine whether a complaint is legitimate, or whether to support an insurance company's denial of a claim. We discuss the importance of policy language, and definitions of key terms and phrases. We explain the Plain Meaning Rule and the Special Meaning Rule. We discuss the importance of "intent" and "perspective," as they play roles in the court's ultimate rulings. Case studies are provided to expound upon each point raised in the course.</p>	<p>IN- 33384 MI- 75461</p>	<p>4 - \$30</p>	<p>Rick Weston ICT</p>
<p>Wednesday October 14, 2020</p>	<p>South Bend</p>	<p>12:30 pm to 2:30 pm EST</p>	<p>Understanding Mold & Water Damage: What is mold? Why are we concerned about it? Is it the devastating risk exposure some make it out to be? We discuss the insurance concerns relating to mold, as well as how to combat, control, and remove mold from home or business premises. Multiple case studies are presented to demonstrate the insurance issues associated with mold and water damage.</p>	<p>IN- 29101 MI- 77920</p>	<p>2 - \$20</p>	<p>Rick Weston ICT</p>

Wednesday November 18, 2020	South Bend	9:00 to 3:30 pm EST	Fundamentals of Life Insurance: Life insurance is arguably one of the most important financial products a person can purchase, yet it's easy for people to put off the decision to protect their families. This course reviews the different types of life insurance policies, how they're different, the major features, and some misunderstood policies on the market. Time also is spent on policy options, conditions, and tax ramifications.	IN – 24253 MI - 77926	6 - \$60	Rick Weston ICT
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