

INSURING THE E-COMMERCE ACCOUNT
UPDATED TO INCLUDE NEW PROVISIONS IN CPP, BIC, AND CGL!

Registration: 8 a.m.
Program: 8:30 a.m. - 12:05 p.m.

WHO'S IT FOR?

This program is designed for all insurance professionals and other professionals who must protect the interests of their "customers," including agents, brokers, underwriters, adjusters, reinsurers, risk managers, and attorneys, and who have at least three years of experience.

WHAT YOU'LL LEARN

At the conclusion of this workshop, the attentive learner will be able to:

- Identify the changes in the marketing of products to consumers and business.
- Discuss the mechanics of operation of the e-commerce account.
- Explore the exposures faced in the electronic commerce community.
- Understand the importance of an effective risk management program.
- Discuss the coverages available and deficiencies of the standard industry forms.
- Introduce the new specialty forms available for the e-commerce account.

2004 COMMERCIAL GENERAL LIABILITY
INCLUDES RECENT 2005 CHANGES!

Registration: 12:30 p.m.
Program: 1 - 4:35 p.m.

WHAT'S IT ABOUT?

Get the lowdown on the new Commercial General Liability program. You will learn about changes that reflect the **new** mobile equipment definition; pollution, war, and electronic data exclusions that have been modified or added; new ISO policies, such as the Electronic Data Liability Coverage Form and Product Withdrawal Coverage Form; and the new additional insured endorsements and modified definition of "insured contract."

WHO'S IT FOR?

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WHAT YOU'LL LEARN

At the conclusion of this workshop, the attentive learner will be able to:

- Scrutinize the impact of the revised definition of mobile equipment that considers mobile equipment subject to motor vehicle statutory requirements as autos.
- Identify the need for the Electronic Data Liability Coverage Form.
- Discover how the new Product Withdrawal Coverage Form operates, along with the new endorsement that covers goodwill.
- Review the new additional insured endorsements, and how the definition of insured contract can be changed.
- Understand why the pollution exclusion has been revised.
- Examine the new endorsements excluding exterior insulation and finish systems.



Chartered Property Casualty Underwriters
720 Providence Road ■ Malvern, PA 19355
www.cpcusociety.org

**Filed for
CE Credits
in Iowa!**



Chartered Property Casualty Underwriters

**CPCU SOCIETY
WORKSHOPS**

**Insuring the
E-Commerce Account**

*Updated to include new provisions in
CPP, BIC, and CGL!*

8 a.m. - 12:05 p.m.

**2004 Commercial
General Liability**

Includes Recent 2005 Changes!

12:30 - 4:35 p.m.

Tuesday, January 24, 2006
West Des Moines, Iowa

*Two half-day workshops—
Presented by the CPCU Society
Co-sponsored by the CPCU Society's
Iowa Chapter*

CPCU SOCIETY WORKSHOPS



Insuring the E-Commerce Account • 2004 Commercial General Liability

DATE/LOCATION

Tuesday, January 24, 2006

Farm Bureau Financial Services
5400 University Avenue
West Des Moines, IA 50266
(515) 225-2004

ABOUT THE CPCU SOCIETY

The CPCU Society is a community of credentialed insurance professionals who promote excellence through ethical behavior and continuing education. The Society's more than 26,000 members hold the Chartered Property Casualty Underwriter (CPCU®) designation, which requires passing eight rigorous undergraduate and graduate-level examinations, meeting experience requirements, and agreeing to be bound by a strict code of professional ethics. The CPCU designation is conferred by the American Institute for CPCU.

SPEAKER FOR BOTH WORKSHOPS

R. Bryan Tilden, CPCU, CLU, is a national lecturer and expert witness in the field of insurance. Prior to starting his own firm, Tilden and Associates, he was the director of technical affairs and director of education for IIANC.

Tilden has been active in insurance education as a grading panel member for the Insurance Institute of America and the American Institute for Chartered Property Casualty Underwriters.

In 1988, IIANC presented him with the Ernest F. Young Education Award, and in 1989 Agent of the Year. Tilden has taught in schools for both the PIA and IIAA, been a speaker at RIMS and CPCU meetings, and has spoken at various conventions.

The views and opinions of the speaker are his own and not necessarily shared by the officers, members, or staff of the CPCU Society.

CONTINUING EDUCATION CREDITS

Each workshop has been filed for four (4) continuing education credits in Iowa.

Each workshop has been approved for three (3) CPD units by the AICPCU.

These programs may be rejected and no credit given. Please call (800) 932-2728, ext. 2767 for updated CE information.

CE CERTIFICATES

Registration fee includes one CE certificate per workshop. Additional certificates are available as follows:

- \$4 each CPCU member **and** CPD Qualified
- \$8 each CPCU member **not** CPD Qualified
- \$12 each Nonmember

REGISTRATION INFORMATION FOR EACH WORKSHOP

Fee: CPCU Society members	\$79 for one workshop \$149 for both workshops
Farm Bureau employees	\$89 for one workshop \$169 for both workshops
Nonmembers	\$99 for one workshop \$189 for both workshops

- **Registration Fee**
The registration fee includes one CE certificate per workshop, all handout material, and refreshment breaks.
- **Cancellations**
Your registration fee less \$20 will be refunded if notification is received at the Society two weeks prior to the program.

- **Tax Deductions**
Tax deductions for educational expenses are permitted in accordance with current U.S. Treasury regulations.
- **For More Program Information**
Contact John Kelly, CPCU, the Society's continuing education coordinating manager, at (610) 251-2773.
- **To Register**
Call the CPCU Society's Member Resource Center at (800) 932-2728, option 4.

REGISTRATION FORM

- YES.** Please register me for the "Insuring the E-Commerce Account" workshop on January 24, 2006, in West Des Moines, IA. (ECA012406)
- YES.** Please register me for the "2004 CGL" workshop on January 24, 2006, in West Des Moines, IA. (4CGL012406)

NAME (Mr./Ms.) _____	COMPANY _____
STREET _____	CITY/STATE/ZIP _____
PHONE _____	FAX _____
NAME ON BADGE _____	E-MAIL _____

Please pay registration fee in advance.

Fee includes one CE certificate per workshop, all handout material, and refreshment breaks.

- Check enclosed payable to: CPCU Society
- Charge my credit card:
 - MasterCard Visa American Express Diner's Club

CPCU Society member: \$79/\$149.....\$ _____

Farm Bureau employees: \$89/\$169.....\$ _____

Nonmember: \$99/\$189\$ _____

CPD Qualified until 20__ less \$5.....\$ _____

TOTAL\$ _____

ACCT. NO. _____

EXPIRATION DATE _____

NAME AS IT APPEARS ON CARD _____

SIGNATURE (Required) _____

Send registration to: CPCU Society, 720 Providence Road, Malvern, PA 19355 **Phone:** (800) 932-CPCU, option 4 **Fax:** (610) 251-2780