



CPCU SOCIETY WORKSHOPS

Commercial Auto *The 2006 Changes and More*

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

Business Income Coverages *The Basics and Beyond!*

12:30 - 4:35 p.m.

Wednesday, October 11, 2006 • West Des Moines, IA

Two half-day workshops—Presented by the CPCU Society

Co-sponsored by the CPCU Society's Iowa Chapter

Commercial Auto

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

What's It About?

Attendees of this workshop will learn what they need to know about the new ISO Commercial Auto program. The basic coverage forms will be reviewed; and the 2006 changes will be highlighted. The speaker will examine the appropriate uses of several commercial auto endorsements and coverages that frequently cause confusion for insurance professionals.

Who's It For?

This workshop is designed for professionals who must protect the interests of their own and clients' organizations, including agents, brokers, underwriters, claim professionals, risk managers, and attorneys.

What You'll Learn

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

- Understand the basic coverage forms of the ISO Commercial Auto program.
- Identify and analyze the 2006 changes to the ISO Commercial Auto program.
- Identify the appropriate uses of several commercial auto endorsements and coverages that frequently cause confusion for insurance professionals.

Location for Both Workshops

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

Business Income Coverages

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

What's It About?

This workshop will provide a comprehensive discussion of the new business income coverages and extra expense coverages, and has been updated to reflect changes to the Commercial Property Policy. Attendees will learn the advantages of blanket coverage and the disadvantages of blanket insureds; about the new treatment of electronic data; how "toxic mold" impacts coverage; how to pick the proper limits of coverage; and many other important concepts. Two case studies will reinforce skills learned during the lecture.

Who's It For?

This course was designed for agents, brokers, adjusters, and other professionals who deal with the Commercial Property and Business Owners contracts 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:

- Examine the components of a disaster plan and how it affects the limits selected.
- Examine the Business Income (and Extra Expense) Coverage Form in detail.
- Learn the new definitions of "business income" and "suspension."
- Discuss the process of settling a business income loss.
- Discuss the coinsurance provision in business income coverage, and examine an example of setting a limit of insurance.
- Examine alternatives to coinsurance in the Business Income Coverage Form.
- Discuss various endorsements in the Business Income Coverage Form.
- Discuss the exposure situations wherein the Leasehold Interest Coverage Form is appropriate.

Speaker for Both Workshop

R. Bryan Tilden, CPCU, CIC, 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 Society 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.

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 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.

Continuing Education Credits

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

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

Each workshop has been approved for four (4) CPD units by the AICPCU.

Registration Form

- YES.** Please register me for the "Commercial Auto" workshop on October 11, 2006, in West Des Moines, IA. (CA101106)
- YES.** Please register me for the "Business Income Coverages" workshop on October 11, 2006, in West Des Moines, IA. (BIC101106)

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.

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

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

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

TOTAL\$ _____

Check enclosed payable to: CPCU Society

Charge my credit card:

MasterCard Visa American Express Diner's Club

ACCT. NO.

EXPIRATION DATE

NAME AS IT APPEARS ON CARD

SIGNATURE (Required)

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

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. CPCU Society members can register online at www.cpcusociety.org.