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## **CPCU SOCIETY WILL REVEAL INSURANCE COVERAGE ‘GRAY’ AREAS**

### **Impact of 12 External Factors Will Be Focus of Concord, NH, Workshop**

**MALVERN, Pa., Feb. 15, 2011** — Determining coverage would be easy if everything were in black and white. But coverage issues are not always as they seem from the policy language. Insurance professionals need to know how external factors can impact insurance coverage and lead to “gray areas.”

On **Tuesday, March 1, 2011**, the CPCU Society’s New Hampshire Chapter will present **“The Dirty Dozen — Twelve External Factors Impacting Insurance Contracts,”** at the Independent Insurance Agents & Brokers of New Hampshire, 125 Airport Road, Concord, N.H. Insurance consultant **Elise M. Farnham, CPCU, ARM, AIM, CPIW**, president of Illumine Consulting, will be the instructor.

The workshop will be held from 8:30 a.m. to 12:05 p.m., with registration at 8 to 8:30 a.m. Attendees will examine 12 external factors to the insurance contract that must be considered when analyzing coverage afforded by a policy contract. They will also examine recent court cases to see how the courts’ interpretations can impact contractual language.

The workshop is approved for four (4) continuing education (CE) credits in the state of New Hampshire for producers; four (4) CE credits in the state of New Hampshire for multiline adjusters; four (4) CE credits in the state of Maine; and three (3) CE credits in the state of Massachusetts. CPCUs will be awarded four (4) continuing professional development (CPD) points for the workshop.

The cost is \$99 for CPCU Society members and \$109 for nonmembers. Workshop materials and continental breakfast are included.

To register and obtain a detailed content description, go to the CPCU Society’s website, [www.cpcusociety.org](http://www.cpcusociety.org).

**About the Society**

*The CPCU Society is a community of credentialed insurance professionals who promote excellence through ethical behavior and continuing education. The Society's nearly 28,000 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 conduct. The CPCU designation is conferred by The Institutes.*

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