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HANDLING DANGEROUS INSURANCE CERTIFICATES AND COVERAGE DISPUTES WILL BE FOCUS OF JULY WEBINARS

Insurance Expert Bill Wilson to Provide Crucial Insights at CPCU Society Webinars

MALVERN, Pa., June 29, 2011 — Insurance practitioners in the real world quickly learn that often there are no clear-cut answers to coverage questions, and that certificates of insurance — commonly associated with construction agreements to provide proof of insurance in case something goes wrong — can become a costly black hole for insurance companies if they're not handled properly.

To help insurance professionals better understand these critical issues, the CPCU Society will present a webinar on “Certificates of Insurance ... Or How I Got a Job in the Prison Laundry” on **Wednesday, July 27**. And on **Thursday, July 28**, the Society will present a second webinar on “How to Win Friends ... and Influence Adjusters.” **Both webinars will take place from 1 to 2:50 p.m. EDT.**

Insurance expert William “Bill” C. Wilson Jr., CPCU, ARM, AIM, associate vice president of education and research for the Independent Insurance Agents & Brokers of America and director of its Big “I” Virtual University, will be the instructor for both webinars. Both programs have been approved for continuing education (CE) credits.

The first webinar will focus on certificates of insurance — one of the most contentious issues in the insurance industry today. Agents and insurers are facing increasing demands for reliable documentation and detailed information about clients’ insurance programs by the construction industry, lenders, landlords and others. The webinar will examine all of the issues facing the industry in responding to these demands. It will also address critical peripheral issues, such as contractual risk transfer and additional insureds.

The second webinar will present a structured approach to policy interpretation and claims negotiation. It will focus on both personal and commercial lines policy provisions that are often in dispute or litigated, and how seemingly esoteric legal principles like “contra proferentum” can be applied to resolve real-world coverage disputes.

The cost for each webinar is \$79 for CPCU Society members; \$58 for new designees; and \$119 for nonmembers. To receive discounted group pricing for unlimited participants at one location, call (800) 932-CPCU (2728), ext. 2748.

Both webinars have been approved for two CE credits each for agents and adjusters in Florida. CPCUs will be awarded one continuing professional development (CPD) point for attending each webinar.

Registration and detailed content descriptions are available on the CPCU Society's website, www.cpcusociety.org, under "Professional Development."

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 more than 25,000 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. More information about the CPCU Society is available at www.cpcusociety.org.

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