

The Independent Insurance Agents & Brokers of Oregon

2019 MidWinter Education Symposium

"SEAS THE DAY"

Thursday & Friday, March 7 & 8, 2019
Inn at Spanish Head, Lincoln City, Oregon
12hrs Approved CE OR/WA

David Thompson, CPCU, AAI, API, CRIS - After receiving his college degree from Mercer University in Macon, Georgia, and serving seven years as a commissioned officer in the U.S. Army and U.S. Coast Guard, David began his insurance career in a family-owned independent agency in Vero Beach, Florida, where he was a licensed agent selling all types of insurance. In 1996, David accepted a training and education position with the Florida Association of Insurance Agents in Tallahassee, Florida, where he presents continuing education seminars throughout the country on a variety of insurance subjects. In addition to being a full time insurance nerd, David is an avid runner and smokes the best ribs, chicken, and pork in the country.

Thursday, March 7

7:30 - Continental Breakfast

8am - Noon - Land Mines in Personal Lines - 4 Hrs CE Approved OR/WA

Land mines can be deadly. They lurk out of view, seldom seen until the wrong time - when that seemingly innocent small device explodes. While personal lines policies don't literally explode, there are danger hidden away, deep in the forms that can have drastic effects on the customer and agency. In this class, our instructor "the point man" to navigate you through the minefield of personal lines issues that can "explode" within your agency. Some of the classic land mines are kid's cars, other structures, watercraft liability, rental cars, law coverage and Uber/Lyft issues, but many more lurk below the surface. Come and allow the captain to guide you along a safe path. No explosions, we promise!

12noon - 1pm - Lunch Buffet - Sponsored by IPFS

1pm - 5pm - Commercial Property—Update and Issues -4 Hrs CE Approved OR/WA

- ISO has introduced new endorsements to the commercial property program, as well as revised the building and personal property coverage form recently. This class examines the new forms and endorsements relating to water damage, building coverage for tenants, protective safeguards, waiting periods for business income, optional O&L coverage for tenants and tenant improvements and betterments. Additionally, other common issues will be addressed such as BI/EE relating to off premises utility failure, debris removal, business personal property of others, wind driven rain, vacancy ordinance and law and theft of property under the building and personal property coverage form compared to the builder's risk form.

5pm - Hosted Reception & Hors d'ourves

Friday, March 8

7:30 - Continental Breakfast

8am - 10am - NFIP Update & Private Flood -2 Hrs CE Approved OR/WA - Two hours of flood CE is now required of all agents selling the product at every license renewal cycle.

The National Flood Insurance Program seems to be in constant flux. This course provides a quick "soup to nuts" overview of the NFIP, covering some of the many areas of concern and features of the program. Current issues will be discussed as will the ever-present issues after major storms and floods have taken place. With many private insurers now writing flood insurance, the "NFIP vs private flood" debate will be addressed showing advantages and disadvantages of each.

10am - 12noon - Umbrella vs Following Form vs Excess - 2 Hrs CE Approved OR/

WA - This class dispels some myths about umbrella policies, namely that they are all the same. We will examine what the words "excess", "following form", and "umbrella" mean and don't mean. We will provide coverage examples as well as actual umbrella claims, pointing out how it's just "the rich folks" who need an umbrella policy. Examples and coverage for both personal lines and commercial lines will be provided.

12 noon - Boxed Lunch / Adjourned!

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REGISTRATION

Inn at Spanish Head, 4009 Southwest Highway 101, Lincoln City, Oregon 97367. For hotel reservations call 1.800.452.8127. **Reservations should be made prior to February 4, 2019 to ensure availability.**

Be sure to mention you are with the Independent Insurance Agents & Brokers of Oregon to receive our special hotel rates.

Agency / Company: _____
First Registrant: _____ Email: _____
Add'l Registrant: _____ Email: _____
Address: _____ Phone: _____ Fax: _____
OR/WA License? _____ License # _____

Both Days March 7 & 8

First Registrant - \$220 \$ _____

Add'l registrant from same agency/co \$120 \$ _____

Thursday Only March 7

First Registrant \$140 \$ _____

Add'l registrant from same agency/co @ \$110 \$ _____

Friday Only March 8

First Registrant \$85 \$ _____

Add'l registrant from same agency/co @ \$65 \$ _____

TOTAL AMOUNT OWED: \$ _____

Method of payment: **Check Credit Card (AMEX, VISA, MC) #**

Spouse / Significant Other—Includes lunch for both days & Thursday's hosted reception.

Spouse Name: _____ @ \$50 \$ _____

Spouses can opt to attend a FREE cooking demonstration, Thursday, March 7 (includes lunch & wine pairings), by the Pacific Coast Center for the Culinary Arts. Transportation will be provided.

Please circle one: YES I will attend the cooking demo - NO I will not be attending the cooking demo.

Exp. Date: _____ V-Code: _____ Name as it appears _____

Signature: _____

(If paying by credit card, a 5% handling charge will apply)

For more information, contact Barb Demings 503.274.4000 ext. 26, toll free 1.866.774.4226 or barbd@insureoregon.org.

Mail or fax registration forms to: IIABO, 6 Centerpointe Dr #430, Lake Oswego, OR 97035, Fax: 503.274.0062.

CANCELLATION POLICY: Full credit toward another seminar will be allowed for cancellation requests received at least 5 business days before a seminar. Any cancellation request received less than 5 business days prior to the seminar will receive a 50% credit. Cancellation requests received on or after the date of the seminar will NOT be eligible for credit. ALL CANCELLATION REQUESTS MUST BE IN WRITING - NO EXCEPTIONS! Refunds follow the same policy and incur a \$25 processing fee.