



Insurance Brokers: Avoiding Professional Liability Claims

How to keep out of trouble, out of court, and in a job

Course Description

The Course will provide an analysis of the areas of risk for Brokers through an examination of relevant case law, including a number of recent cases such as *Dunlop Haywards v Barbon Insurance Group and Others* and *Jones v Environcom Ltd*. It will then go on to recommend risk management systems and procedures.

Course Objectives

On completion of the course delegates will:

- be aware of some the important legal decisions impacting on placing business
- understand how ICOBs can be persuasive to the court in commercial insurance cases
- have a knowledge of how to avoid professional liability claims.

Course Content

Insurance Brokers and the Law

- The Insurance Broker as Agent
- The Broker's Duty of Skill and Care
- Disclosure and Representations
- Placer or Producer

FSA Insurance Conduct of Business Sourcebook

Retail Broker and Wholesale Broker – The Real World

- Expectations of each party
- How to achieve a result for each party
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Risk Management Procedures

- Practical steps to avoid Errors and Omissions claims

Presenters

Tony Gregory BA(Hons) FCII

Tony Gregory is Managing Director of Insurance Market Conferences Ltd. He had many years experience in the London Market underwriting Liability and Professional Indemnity business, before establishing IMC. He is a Fellow of the Chartered Insurance Institute and a Vice-President of the Insurance Institute of London. He was the leader of the Insurance Institute of London's Research Groups on *Professional Indemnity Insurance* (First Edition) and on *Liability Insurance and Accident Compensation*.

Thomas McGrath CBE FCII

Tom McGrath is a Chartered Insurance Broker and Fellow of the Institute of Administrative Management. He was until recently Regional Director for Marsh in Northern Ireland. He has a detailed knowledge of general insurance including Directors' and Officers' liability and Professional Indemnity. He is familiar with the operations of wholesale brokers, Lloyd's brokers and underwriting agencies. He held a Lloyd's Ticket for over 30 years. He has been engaged as an Expert Witness in a number of High Court and County Court actions. These have involved preparing reports and appearing as a witness in policy wording disputes and in acting for Claimants and Defendants where Insurance Brokers have been sued for professional negligence.

Duration 1/2 day

Date 21st June 2011

Time 9.30 am - 1.00 pm

Venue Novotel London Tower Bridge, 10 Pepys Street, London EC3N 2NR

Fee £195.00 +VAT

Bookings To reserve a place on this course please contact Tony Gregory
Telephone: 01491 872839 / 07712482212 or email: tony.gregory@imc-seminars.com