



Intermediate Professional Indemnity Insurance

Course Description

The course will provide delegates with a detailed explanation of the legal and technical aspects of Professional Indemnity business. This will include recent legal developments impacting on the liability of professionals, an analysis of trends in policy coverage, the risks now facing the professions, the role of risk management, and an overview of trends and techniques in claims handling.

Target Audience

This course will be of interest to anyone with a working knowledge of Professional Indemnity business and who wishes to enhance that knowledge.

Course Objectives

On completion of the course delegates will:

- Have an understanding of trends and issues in the liability of professionals
- Understand how the professional bodies have influenced the cover provided by the market
- Be able to explain the similarities and differences between the major professionals with respect to exposure and coverage
- Have a detailed understanding of the risk factors that must be taken into account in the broking and underwriting of business
- Understand the role of risk management in the professions
- Understand the processes and techniques involved in claims handling

Course Format

The course consists of a series of exercises and case studies that bring together several aspects of the course. An optional assessment test will be available at the end of the course.

Course Content

Recent Legal Developments

- Contract and Tort
- Standard of Care
- Damages

Policy Coverage

- Recent trends in Policy Coverage
- Legal decisions on Policy Interpretation
- Minimum Wordings

Risk Factors, Liability and Policy Coverage – the Major Professions

- Accountants
- Architects and Engineers
- Solicitors
- Insurance Brokers
- Surveyors
- Independent Financial Advisors

Risk Factors, Liability and Policy Coverage – “Miscellaneous” and Developing Professions

- Media
- Information Technology
- Auctioneers
- Educational establishments
- Actuaries
- Travel Agents

Risk Management

- Risk Assessment
- Risk management techniques
- The roles of the various parties involved

Claims Handling

- Procedures
- Reserving
- Negotiation and Mediation

Trainer Neil Park MA MBA FCII

Neil Park is a business trainer and consultant working inside and outside of the insurance and risk management industry. He spent seventeen years managing major client relationships and leading broking teams in the London and North American insurance markets. Whilst in North America he coordinated the Professional Indemnity programmes of a Big 4 accountancy firm. In the UK he advised large UK multinationals on their risk financing and risk management requirements specialising particularly in the engineering, retail, telecommunications and construction industries. He advised on all major non-marine classes of insurance including Property Damage/Business Interruption and Liabilities (including Directors and Officers and Professional Indemnity). He also assumed a project leadership role managing various projects including company conferences, the establishment of a captive consultancy service line and led the project which embedded project management disciplines throughout the broking operation.

Duration 2 days

Dates 17th - 18th November 2010

Time 9.30 am – 5.00 pm

Venue To be advised

Fee **£450.00 +VAT** (including refreshments and buffet lunch on both days)

Bookings To reserve a place on this course please contact Tony Gregory
Telephone: 07712 482 212 or Email: tony.gregory@imc-seminars.com