



## **INTRODUCTION TO US COMMERCIAL PROPERTY INSURANCE**

### **Course Outline**

This Course will provide an overview of the exposures, coverage and issues encountered in insuring Commercial Properties in the United States. The program is suited for those candidates with some exposure to the Commercial Property market but anyone interested in the subject will gain from attending.

### **Course Format**

The program combines lecture with interactive discussion and workshop activities.

### **Course Content**

#### **Introduction**

History of the development of the US property insurance market

#### **Basic Principles and Concepts**

- Proximate Cause
- Construction
- Occupancy
- Protection
- Exposure

#### **Coverage Forms**

- Insuring Agreements
- Definitions
- Cause of Loss Forms
- Difference in Our Common Language

#### **Coverage Options**

- Blanket Insurance
- Specific Insurance
- Coinsurance
- Use of Deductibles

#### **Valuation**

- Methods for Determining Total Insurable Values (TIV)
- Actual Cash Value
- Replacement Cost
- Stock Valuations
- Functional Replacement Value

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#### **IMC North America**

2 The Old Vicarage, Manor Road, Goring, Oxfordshire RG8 9DR  
Tel: +44 (0)7712 482 212 Website: [www.imc-seminars.com](http://www.imc-seminars.com)

## **Catastrophe Risk Management**

- Flood
- Earthquake
- Coastal Exposures
- Terrorism (TRIA update)
- National Flood Insurance Plan

### **Trainer      Bill Cundiff**

Bill Cundiff started his insurance career in 1972 as a retail agent selling mutli-lines of insurance, including life and health insurance. Since then he has managed independent agencies for other owners, developed his own independent agency and been a consultant in property/casualty. Bill formed Insurance University in 1994 to provide quality insurance training programs for insurers and agents. Today, Insurance University reaches insurance professionals from Hanoi to London through interactive classroom presentations and Insurance University Online. In addition to classroom and online training, Bill acts as an education consultant for insurers and agents. Bill has become popular in the London market delivering a number of diverse programs on the U.S. market since 2005. "The Risk Channel" features a number of interviews with Bill on U.S. markets.

**Duration**      1 day

**Date**            **24<sup>th</sup> October 2013**

**Time**            9.30 am – 5.00 pm

**Venue**           London Novotel Tower Bridge, EC3N 2NR

**Fee**              **£350.00 +VAT** (including refreshments and buffet lunch)

**In-House Fee** **£1,850.00 +VAT** for up to 12 delegates

**Bookings**      To reserve a place on this course please contact Tony Gregory  
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Email: [tony.gregory@imc-seminars.com](mailto:tony.gregory@imc-seminars.com)

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