



Introduction to US Commercial Property Insurance

Course Outline

The 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 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

IMC North America

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Valuation

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

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 US market since 2005. "The Risk Channel" features a number of interviews with Bill on US markets.

Date **10th May 2012**

Time 9.30 am - 4.30 pm

Venue Novotel, 10 Pepys Street, London EC3N 2NR

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

Bookings To reserve a place on this course telephone: 01491 872839
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