



## Introduction to US Insurance Law

### Course Outline

This introductory course will give delegates a working knowledge of insurance contract law as applied in real world practice.

### Course Format

The program combines lecture with interactive discussion and workshop activities.

### Course Content

#### Introduction - The basic elements of an insurance policy:

- Declarations page
- Insuring Agreement
- Conditions
- Exclusions

#### Property

- Abandonment
- Cause of loss
- Proximate Cause
- Concurrent Causation
- Anti-concurrent Causation
- Diminution of value
- Insurable interest
- Property valuation
- General average and salvage

#### Liability

- Care, custody and control
- Construction defects
- Duty to defend vs duty to indemnify
- Indemnity vs hold harmless
- Severability of interests
- Theories of liability
- Worker injuries – third party over

## General

- Bad faith
- Contribution
- Ex-gratia payments
- Indemnity
- Notice of loss
- Reasonable expectation
- Subrogation
- Utmost good faith – disclosure

## 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**            **22nd October 2010**

**Time**            9.30 am – 5.00 pm

**Venue**            IMC Training Rooms, 3<sup>rd</sup> Floor, 16 St Clare Street, London, EC3N 1LQ

**Fee**                **£325.00 + VAT** (including refreshments and buffet lunch)

**Bookings**        To reserve a place on this course email: [tony.gregory@imc-seminars.com](mailto:tony.gregory@imc-seminars.com)  
or telephone 020 7481 9070