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**AUGUST COURSE NAME TIME**

08/05 Homeowners in Real Life: Tales of Claims & Coverage 12-3 PC

08/10 Exposures That Prove Why ALL Employers Need EPL Coverage 12-3 PC

08/12 Additional Insureds & Certificates: Issues, Answers & When to Say No 8-11 PC

08/17 \*\*Culture, Ethics and E&O: The Right Way to Run an Agency 12-3 ETHICS

08/18 An Hour with Cathy: Additional Insured Endorsements for Contractors 1-2 PC

08/19 Insurance Jeopardy! Testing Your Knowledge of Personal and Commercial Lines 8-11 PC

08/19 “Adventures in Aging”: Understanding Social Security and Medicare 12-3 GEN

08/24 Flood Insurance and the NFIP: ***Satisfies FEMA requirement to sell Flood Insurance*** 8-11 GEN

08/24 “How/Where the %^\* Will Live?” Insurance Solutions for Long-Term 12-3 GEN

08/25 An Hour with Kevin: Drones – Insuring Innovators, Enthusiasts and Idiots 1-2 PC

08/26 Personal Lines Coverage Concerns: Annoying But Important 8-11 PC

08/26 Insuring Commercial Transportation Exposures: Business Auto and Motor Carrier Coverage Forms 12-3 PC

**SEPTEMBER**

09/01 An Hour with Cathy: Three Commercial Property Insurance Problems and How to Fix Them 1-2 PC

09/02 \*\*That’s Personal: Home & Auto Exposures Your Insured Doesn’t Share (and Why That’s Bad) 8-11 PC

09/02 Is This Stuff For Real? Understanding & Insuring Emerging Risks 12-3 PC

09/07 Commercial Property – Direct vs Indirect Damage 12-3 PC

09/08 An Hour with Kevin: Insuring Self-Driving Cars, Scooters & Other Modern Transit Risks 1-2 PC

09/09 Personal Lines Clients and Their New Normal 12-3 PC

09/14 The Small or Hobby Farm: Properly Identifying & Insuring the Risk 8-11 PC

09/14 The Evolution of Ethics in Insurance 12-3 ETHICS

09/15 An Hour with Nicole: Homeowners Loss Settlement Issues 1-2 PC

09/23 \*\*Nailed It: Understanding Insurance Requirements in Construction Contracts 8-11 PC

09/23 Chris Amrhein’s “Adventures in Aging”: Financially Surviving Retirement 12-3 GEN

09/28 Cyber – Evolution, Exposures, Incidents & Insurance 12-3 GEN

09/30 \*\*Commercial Insurance Coverages, Court Cases & Chaos 12-3 PC

**OCTOBER**

10/05 Ethics: Essentials for the Insurance Producer 12-3 ETHICS

10/07 Flood Insurance and the NFIP - ***Satisfies FEMA requirement to sell Flood Insurance*** 8-11 GEN

10/07 Dead or Alive: the Many Functions of Life Insurance 12-3 LH

10/12 Personal Lines Coverage Concerns: Annoying But Important 8-11 PC

10/19 Contracts Agents Should Read 12-3 GEN

10/20 An Hour with Nicole: Personal Umbrella Issues & Answers 1-2 PC

10/21 Insuring Commercial Transportation Exposures: Business Auto and Motor Carrier Coverage Forms 8-11 PC

10/21 Homeowners in Real Life: Tales of Claims & Coverage 12-3 PC

10/26 Chris Amrhein’s “Adventures in Aging”: Understanding Social Security & Medicare 12-3 GEN

10/28 Autos, Garages and Dealers – Oh My! Knowing the Difference 12-3 PC

**NOVEMBER**

11/02 \*\*That’s Personal: Home & Auto Exposures Your Insured Doesn’t Share (and Why That’s Bad) 12-3 PC

11/04 Coverage Problems Your Contractors Hate (and How to Solve Them) 8-11 PC

11/04 Personal Lines Clients and Their New Normal 12-3 PC

11/11 Commercial Property – Direct vs Indirect Damage 8-11 PC

11/11 \*\*Culture, Ethics and E&O: The Right Way to Run an Agency 12-3 ETHICS

11/16 “How/Where the %^\* Will Live?” Insurance Solutions for Long-Term 12-3 GEN

11/18 The Small or Hobby Farm: Properly Identifying & Insuring the Risk 8-11 PC

11/18 Chris Amrhein’s “Adventures in Aging”: Understanding Social Security & Medicare 12-3 GEN

11/30 Insurance Jeopardy! Testing Your Knowledge of Personal and Commercial Lines 8-11 PC

11/30 Exposures That Prove Why ALL Employers Need EPL Coverage 12-3 PC