

TOPICS OF INTEREST



COMMERCIAL LINES KALEIDOSCOPE

6 CE Credits (PC, BR, C3, PA) NYCR-252609 | \$160 per IIABNY member, \$210 per non-member
8:30 am - 3:00 pm

This full day course will combine separate and unique topics. Participants will enjoy a lively and varied day of coverage discussions that incorporate real world examples and court cases that mold and solidify how insurance responds to customer's needs. Topics that will be addressed: Cyber Liability, GL Care Custody and Control Exclusion, Builder's Risk, Employment Practices Liability, Insuring Trusts, Rental Car Collision Damage Waiver vs. Auto Insurance.

Who Should Attend: Commercial lines agency and company staff



CYBER LIABILITY

3 CE Credits (All Licenses) NYCR-251977 | \$95 per IIABNY member, \$155 per non-member
8:30 am - 11:30 am

Advanced commercial lines course providing the insurance professional with an in-depth overview of cyber liability issues and insurance solutions. Attendees will gain an understanding of the nature of cyber crimes and the legal procedures to investigate and will include review of actual claims. Using risk management techniques, participants will be able to identify insurable and uninsurable exposures and provide insurance coverage options and non-insurance techniques.

Who Should Attend: Commercial lines agency and company staff



IDENTIFYING AND PREVENTING INSURANCE FRAUD

3 CE Credits (All Licenses) NYCR-251978 | \$95 per IIABNY member, \$155 per non-member
12:30 pm - 3:30 pm

This course is designed to make insurance agency and company staff more aware of the problem of insurance fraud. It will address the effects of fraud on the insurance industry and on the economy as a whole. Fraud terminology and the types of fraud will be reviewed, along with the most common indicators of fraud. The course will examine ways in which the insurance industry and the government are fighting fraud. Lastly, it will explore how to recognize and prevent insurance fraud.

Who Should Attend: All insurance agency and company staff



INSURING MUNICIPALITIES

6 CE Credits (PC, BR, C3, PA) NYCR-247076 | \$160 per IIABNY member, \$210 per non-member
8:30 am - 3:00 pm

Municipalities present unique exposures that don't fit the usual Commercial Lines mold. This course is packed to the rafters with municipality exposure information. Attendees will review the different types of municipalities and the exposures associated with them, how to insure those exposures, the different municipality markets, and how to work with a client in a public forum.

Who Should Attend: Commercial lines agency and company staff



RISK SOLUTIONS IQ (2 Day Course)

15 CE Credits (must attend both days) NYCR-238008 | \$350 per IIABNY member, \$450 per non-member
8:30 am - 4:30 pm

The Risk Solution IQ program is a case-scenario learning experience (using lap tops provided by instructor) integrating coverage education, industry group analysis and practical risk assessment. Class is limited to 18 attendees. Register early to guarantee your spot!

Who Should Attend: Commercial lines staff, Sales Producers and Account Executives with less than two years of experience

TOPICS OF INTEREST (CONTINUED)



THERE IS NO PLACE LIKE HOMEOWNERS

7 CE Credits (PC, BR, C3, PA) NYCR-252273 | \$160 per IIABNY member, \$210 per non-member
8:30 am - 3:00 pm

This new Homeowners course can be used as a refresher for experienced staff or an introduction for those who are new to personal lines. We will cover homeowners, dwelling policy, personal inland marine, umbrella and specialty policies for watercraft etc.

Who Should Attend: Personal lines agency and company staff



2015 & BEYOND: EMPLOYEE BENEFIT REGULATIONS

5 CE Credits (PC, BR, LB, C1, LA, LSB) NYCR-252006 | \$110 per IIABNY member, \$190 per non-member
8:30 am - 12:15 pm

This class will focus on providing information on new and proposed changes to NYS and Federal statutes and regulations that impact employee benefit plans in 2015-2016 and beyond.

Who Should Attend: Agents and brokers who sell or service employee benefit plans

E & O



IIABNY 2016 Annual E&O Loss Control Seminar: LIVE

4 CE Credits (All Licenses) NYCR-252610 | \$160 per IIABNY member, \$195 per non-member
8:30 am - 12:15 pm

Join us for the IIABNY Annual E&O program with Jim Keidel and Chris Weldon. Stay up to date on the expectations of the DFS along with the latest trends in E&O Claims. This class will also qualify toward your annual education requirements for your E&O coverage with IIABNY and you'll get CE credits to boot!

Who Should Attend: Agency Personnel, please see the E&O Coverage requirements for attendance



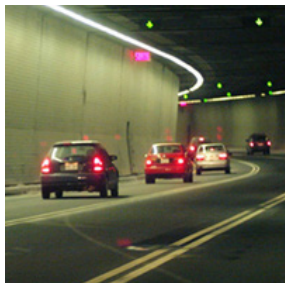
IIABNY 2016 Annual E&O Loss Control Seminar: Video

4 CE Credits (All Licenses) NYCR-252610 | \$160 per IIABNY member, \$195 per non-member
9:00 am - 12:45 pm

Join us for the IIABNY Annual E&O program with Jim Keidel and Chris Weldon. Stay up to date on the expectations of the DFS along with the latest trends in E&O Claims. In this format, Jim & Chris will broadcast the program from a central location and will remote in to the location of the video conference. This class will also qualify toward your annual education requirements for your E&O coverage with IIABNY and you'll get CE credits to boot!

Who Should Attend: Agency Personnel, please see the E&O Coverage requirements for attendance

NYAIP



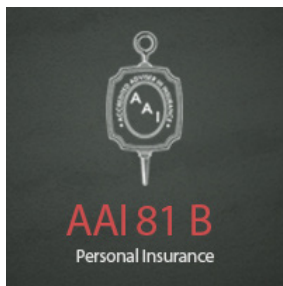
NYAIP CERTIFICATION PROGRAM

5 CE Credits (PC, BR, C3, PA) NYCR - 251808 | \$150 per registrant
8:30 am - 12:45 pm

Effective November 1, 2000, one NYAIP producer is required to take an approved producer procedures course once within every four-year period to continue his/her certification with the plan. The producer is the producer of record filed with the Plan (see Who Should Attend). This course provides general information about the Plan and concentrates on those situations that are the most commonly encountered when handling Plan business.

Who Should Attend: Please view NYAIP Producer Certification Program Guidelines for Attendance on our website



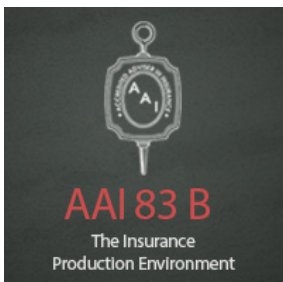


AAI 81B - PERSONAL INSURANCE

7 + 1 CE Credits (All Licenses) NYCR – 236124 + NYCX – 236124 | \$220 per IABNY member, \$300 per non-member
8:30 am - 3:30 pm | Exam begins at 3:30 pm

This program focuses on the various personal lines areas of insurance coverage, Homeowners, Personal Auto, Other Personal Insurance and personal financial planning. The multiple choice exam is optional, however if you are pursuing the AAI designation it is mandatory and will be given at the conclusion of the seminar.

Who Should Attend: All Personal Lines agency staff and those pursuing the AAI designation

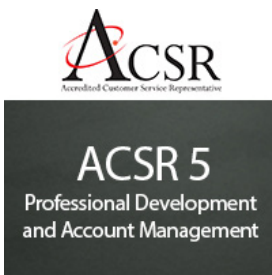


AAI 83B - THE INSURANCE PRODUCTION ENVIRONMENT

5 + 1 CE Credits (All Licenses) NYCR – 245320 + NYCX – 245320 | \$220 per IABNY member, \$300 per non-member
8:30 am - 3:30 pm | Exam begins at 3:30 pm

This program focuses on producer-insurer relations, public image of the insurance agency, agency growth and customer communications and market segmentation and target marketing. The multiple choice exam is optional, however if you are pursuing the AAI designation it is mandatory and will be given at the conclusion of the seminar.

Who Should Attend: All agency staff, including producers, CSRs, account managers and those pursuing the AAI designation



ACSR 5 - PROFESSIONAL DEVELOPMENT AND ACCOUNT MANAGEMENT

6 + 1 CE Credits (All Licenses) NYCR-245159 + NYCX-245159 | \$170 per IABNY Member, \$250 per Non-Member
8:30 am - 3:30 pm | Exam begins at 3:30 pm

Increase value to your agency and producers with a solid understanding of how to build and maintain customer relationships. Customer service, quality, professional image and communication along with account management and company relations will be covered. Exam: The multiple choice exam is optional; however, if you are pursuing the ACSR designation, it is mandatory and will be given at the conclusion of the seminar.

Who Should Attend: All agency staff



ACSR 7 - COMMERCIAL LIABILITY INSURANCE

7 + 1 (PC, BR, C3, PA) NYCR-237227 + NYCX-237227 | \$170 per IABNY Member, \$250 per Non-Member
8:30 am - 3:30 pm | Exam begins at 3:30 pm

This program provides an in-depth look at Commercial Liability. Acquire a working knowledge of the major features of the CGL occurrence coverage form as well as an overview of the claims-made coverage form. Rating will not be covered. Exam: The multiple choice exam is optional; however, if you are pursuing the ACSR designation, it is mandatory and will be given at the conclusion of the seminar.

Who Should Attend: Commercial lines agency and company staff



Excellence in Education
Diamond Award
2011 2012 2013 2014 2015



IABNY EDUCATION REGISTRATION

5784 Widewaters Parkway, 1st Floor, Dewitt, NY 13214 | Phone: 800.962.7950 | Fax: 888-432-0510

Registrant Name (please indicate if changed)

E-mail

NYS License Number(s)

Agency (please indicate if changed)

Street Address

City, State, Zip

Phone

Fax

PLEASE SELECT CLASS(ES) AND FILL IN YOUR CHOSEN LOCATION:

<input type="checkbox"/> 2015 & Beyond: Employee Benefit Regulations \$110 Members \$190 Non-Members Location: _____	<input type="checkbox"/> 2016 IABNY Errors & Omissions "Live" \$160 Members \$195 Non-Members Location: _____	<input type="checkbox"/> 2016 IABNY Errors & Omissions "Video" \$110 Members \$175 Non-Members Location: _____
<input type="checkbox"/> AAI 81B – Personal Insurance \$220 Members \$300 Non-Members Location: _____ <input type="checkbox"/> Pre-Order AAI 81B Course Manual (+\$8.00)	<input type="checkbox"/> AAI 83B – The Insurance Production Environment \$220 Members \$300 Non-Members Location: _____ <input type="checkbox"/> Pre-Order AAI 83B Course Manual (+\$8.00)	<input type="checkbox"/> ACSR 5 – Professional Development and Account Management \$170 Members \$250 Non-Members Location: _____ <input type="checkbox"/> Pre-Order ACSR 5 Course Manual (+\$8.00)
<input type="checkbox"/> ACSR 7 – Commercial Liability Insurance \$170 Members \$250 Non-Members Location: _____ <input type="checkbox"/> Pre-Order ACSR 7 Course Manual (+\$8.00)	<input type="checkbox"/> Commercial Lines Kaleidoscope \$160 Members \$210 Non-Members Location: _____	<input type="checkbox"/> Cyber Liability \$95 Members \$155 Non-Members Location: _____
<input type="checkbox"/> Identifying and Preventing Insurance Fraud \$95 Members \$155 Non-Members Location: _____	<input type="checkbox"/> Insuring Municipalities \$160 Members \$210 Non-Members Location: _____	<input type="checkbox"/> Risk Solutions IQ (2 Day Course) \$350 Members \$450 Non-Members Location: WESTCHESTER ONLY
<input type="checkbox"/> There is No Place Like Homeowners \$160 Members \$210 Non-Members Location: _____	<input type="checkbox"/> NYAIP Certification Program \$150 per registrant Location: _____	

PAYMENT METHOD

Check (made payable to IABNY, Inc.) American Express MasterCard Visa Amount \$ _____

Card #

Expiration Date

Name on Card (please print)

Authorized Signature

REGISTRATION INFO: You must register at least two weeks prior to the seminar to receive your CE certificate on site. Please be on time - Continuing Education rules will not allow CE credit to be awarded to anyone arriving after the start of the program. Full and half-day programs will have morning and/or afternoon refreshments. **Lunch is not provided. Photo I.D. must be presented at registration. PAYMENT:** If registering less than 1 week prior to a seminar, payment will need to be made by credit card or a check must be brought the day of in order to attend. If payment is not received by class date, license information will not be submitted to insurance department. **WALK-INS:** Add \$10 for registering "at the door." **DISABILITIES:** We invite all registrants to advise us of any disability and any requests for accommodation to that disability. Please contact us at 1-800-962-7950. **CANCELLATION POLICY:** Full credit toward another seminar will be allowed for cancellation requests received at least 3 business days before a seminar minus the cost of your book (if sent in advance). Any cancellation request received less than 3 business days prior to the seminar will receive a 50% credit minus the cost of your book (if sent in advance). Cancellation requests received on or after the date of the seminar will NOT be eligible for credit. **ALL CANCELLATION REQUESTS MUST BE IN WRITING - NO EXCEPTIONS!**