

6 Hours

PERSONAL LINES CHALLENGES & SOLUTIONS

Sherlock Holmes in the books by Sir Arthur Conan Doyle says: *"It is always dangerous to reason from insufficient data." "There is nothing more deceptive than an obvious fact." "Any truth is better than definite doubt." "I can discover facts, but I cannot change them."*

PROGRAM HIGHLIGHTS

Examine personal lines issues that frequently confront, confound, and confuse even the most seasoned insurance professional. Learn to apply a systematic policy analysis process to real life coverage scenarios. This will help determine client needs when writing insurance and establish the extent of coverage, if any, at the time of a loss.

Clues to determining the extent of insurance coverage include:

- ★ Investigating how vehicle and home ownership and usage can affect eligibility, coverage, and what amendatory endorsements are needed.
- ★ Inspecting definitions and how they can clarify or confuse the issue of what property or liability coverage is actually provided.
- ★ Exploring who is and who is not insured and endorsements that can be used to solve potential problems before they occur.
- ★ Identify how endorsements can be used to amend, extend, or reduce coverage and avoid or resolve important coverage questions.
- ★ Analyzing the differences between legal liability versus protection under the policy - one of the biggest mysteries of all.
- ★ Discover the coverage elements needed to solve your clients' property and liability challenges.

Dates & Locations

May 22, 2012

Louisville

Hampton Inn & Suites
1451 Alliant Avenue
I-64, Exit 17
(Next to Sam's Club)

May 23, 2012

Lexington

Fairfield Inn & Suites
2100 Hackney Place
I-64/75, Exit 115
(Next to Cracker Barrel)



Times

9 am - 4 pm

Instructor

Keith Wilts, CPCU, CIC

CE Credit - 6 hours

Kentucky P&C credit

Course #C05043

Indiana Agent credit

Course #20542

PERSONAL LINES CHALLENGES & SOLUTIONS REGISTRATION FORM

Attendee Information

Agent CE Required: Kentucky Indiana

Full Name _____ Agent License # _____

Email Address _____
(Please include your email address if you would like to receive a confirmation.)

Agency Name _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Fax _____

Please register me for the following seminar:

- | | | | |
|---------------------------------------|------------|------------------------|-----------------|
| <input type="checkbox"/> May 22, 2012 | Louisville | Hampton Inn & Suites | T: 502.809.9901 |
| <input type="checkbox"/> May 23, 2012 | Lexington | Fairfield Inn & Suites | T: 859.977.5870 |

Seminar Times: 9 AM - 4 PM

6 CE Credit Hours: Kentucky P&C credit (Course #C05043)
Indiana Agent credit (Course #20542)

Credit for an approved course may be earned *only once* within each CE compliance period. Kentucky agents may verify courses on the Kentucky Department of Insurance website at <http://insurance.ky.gov>. Indiana agents may verify courses on Sircon's website at www.sircon.com.

Payment Options:

- Enclosed is my \$75 check made payable to:
Professional Training Associates, Inc.

- Please charge \$75 to my: MasterCard Visa

Credit Card No. _____

Name on Card _____ Expires _____

Signature _____ Security Code _____

Billing Address of Cardholder _____

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodation of that disability. Your request should be submitted as far as possible in advance of the program you wish to attend.

Cancellation / Refund Policy: A written request for a one-time transfer of the full registration fee to another scheduled seminar or a refund, less a \$20 cancellation fee must be made prior to the end of the seminar for which the individual was registered. A transfer or refund will not be given after the seminar. Substitutions are welcome.

Signature of Attendee _____

Date _____ Seminar Official *Shirley Wilts*



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