



Commercial Multi-Line Institute

December 8-10, 2021

Embassy Suites St. Louis Airport
Bridgeton, Mo.*

Agenda

Wednesday, December 8, 2021

- 7:30 - 8 am **Registration**
- 8 am - 12:15 pm **Commercial Inland Marine Concepts & Coverages**
Learn the benefits of writing bailee coverage. Identify exposures covered by a builders risk policy and the "soft costs" endorsement. List the methods for writing contractors equipment coverage. Understand the exposures of transportation and how to address them.
Speaker: John Masselli Jr., CIC, CPCU, AAI, AU, AIS
Enterprise Advisory Partners, LLC
Mt. Pleasant, SC
- 12:15 - 1:15 pm **Lunch on Your Own**
- 1:15 - 3:15 pm **Commercial Inland Marine Concepts & Coverages (cont'd)**
Speaker: John Masselli Jr., CIC, CPCU, AAI, AU, AIS
- 3:15 - 5:15 pm **Excess Liability/Commercial Umbrella Coverages**
Examine the purpose of excess liability policies. Learn about the different policy characteristics, "self-insured retention," underlying requirements and concurrency issues. Since there is no "standard" excess liability form, learn how to compare insuring agreements, exclusions and policy provisions.
Speaker: John Masselli Jr., CIC, CPCU, AAI, AU, AIS
- 5:15 - 5:45 pm **Exam Briefing**

Thursday, December 9, 2021

- 8 - 11 am **Cyber Exposures and Coverage**
Identify the first and third party exposures related to e-commerce and the internet. Understand the major provisions commonly found in cyber insurance policies.
John Chapman, CIC, CPCU
Correll Insurance Group
Greer, SC
- 11 am - 12 pm **Crime Coverages & Endorsements**
Explore the reasons to consider purchasing crime coverage and provisions found in the crime coverage forms. Become comfortable with the seven built-in insuring agreements including employee theft.
John Chapman, CIC, CPCU
- 12 - 1 pm **Lunch on Your Own**
- 1 - 3 pm **Crime Coverages & Endorsements (cont'd)**
John Chapman, CIC, CPCU
- 3 - 5 pm **Employment Practices Liability Insurance**
Explore the areas of employment practices liability for businesses and organizations, with special emphasis on related legal concepts. Learn how coverage can be provided and the major policy provisions found in employment practices liability policies.
John Chapman, CIC, CPCU

Friday, December 10, 2021

- 8 - 10 am **Examination**



All times assumed CDT unless otherwise noted.

*MAIA will continue to monitor current conditions relating to COVID-19, and if we determine that it is inadvisable to conduct an in-person class, this course will be offered in a webinar format.

ADA/Dietary Requests

We work hard to make our programs accessible to all. If you need special accommodations, simply phone MAIA at 573-893-4301 or email Elyse at ewrigley@moagent.org.

Please notify us in advance if you have any special dietary requirements.

Cancellation Policy

You will not receive a refund or transfer credit if you do not notify us before the start of the event. All cancellations and transfers must be received in writing. **Refunds:** A 90 percent refund applies if cancelling more than two weeks prior to start of event; 75 percent refund if cancelling fewer than two weeks before the event. **Transfers:** A \$30 transfer fee will be assessed on any CIC transfer made within two weeks of the program. Transfers may only be made to another MAIA course. Student must indicate a transfer course within two weeks of cancellation, or appropriate percentage of tuition will be refunded.

Requesting an Extension

In order to request an extension on your CIC update, please contact The National Alliance at alliance@scic.com.

Location

This institute will be held at the Embassy Suites Hotel St. Louis Airport, 11237 Lone Eagle Drive, Bridgeton, MO 63044, 314-739-8929. You are responsible for your own hotel reservations. We have special room rates of \$139 for king suites, which includes full breakfast and evening reception (this rate cannot be guaranteed for reservations made after November 16, 2021). You must tell the hotel you are with the Missouri Association of Insurance Agents group to get this rate.

CE Credits

This class is approved for 16 property-casualty continuing education credits in Missouri. If you have any questions, including CE credits in other states, please contact The National Alliance at alliance@scic.com.

Profile

Your PROfile displays all of your National Alliance professional education information, including Alliance member #, when your next update is due, membership dues status, CE certificate, course history, new program offerings, contact and logon information, and suggested reading materials. *Please note that it will take 4-6 weeks for your attendance to be reflected on your PROfile.*



Commercial Multi-Line Registration Form 2021

(One registration form per person. Form may be photocopied for others.)



I wish to attend the CIC Commercial Multi-Line Institute to be held Dec. 8-10, 2021 in Bridgeton, Mo.

Name _____ Name for badge _____

Title _____ Designation(s) you hold: ACSR CISR CIC CLU CPCU AAI LUTCF Other: _____

Date of Birth _____ License Number: PR _____ National Producer Number: _____

Which best describes your role? Owner/Principal Agency Mgr. Producer Acct. Mgr. CSR IT Co. Rep Other: _____

Agency/Co. _____ Street Address _____

City/State/ZIP _____

Phone _____ Fax _____ Email _____

Type of Entity: Retail Agency Insurance Co. MGA/E&S Agency Vendor Other _____

Is this your first CIC Institute? YES NO Is this your last CIC exam? YES NO

SEMINAR PRICE is \$435 or \$415 Early Bird Discount*

*Early Bird Discount price applies to registrations received at least two weeks prior to seminar date. Fee includes materials, breaks and CE credit reporting fees for participants. Note: You can also register online at www.missouriagent.org.

VISA MC AmEx Disc. Card #: _____ Ex. Date _____ Verification Code _____

Billing Address _____ Cardholder Sig. _____

Or make checks payable to MAIA. (Payment must be sent with this form)

Mail or fax to Missouri Association of Insurance Agents, 3315 Emerald Lane, Jefferson City, MO 65109, Fax: 573-893-3708.

Questions? Phone 573-893-4301.

Fax: 573-893-3708, Email: maia@moagent.org, www.moagent.org