










Specialty Solutions: Business line presentations

Specialty Solutions offers brokers engaging and informative RIBO accredited presentations for the lines of business listed below. Contact your Specialty Business Development Manager today and arrange a session for your brokerage.

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	Course	What you will learn	Duration
	Specialty Solutions Overview	<ul style="list-style-type: none"> • An introduction to the coverage available for each Specialty line of business • Target classes and examples of business written • Advantages to brokers and customers 	2 hours
	Cross Border Solution	<ul style="list-style-type: none"> • Why cross border insurance is important • Cross Border Solution features and benefits • Coverage highlights 	1 hour
	Equipment Breakdown Insurance	<ul style="list-style-type: none"> • An introduction to Equipment Breakdown coverage • Coverage scenarios and claims examples • Target classes 	2 hours
	Farm Insurance	<ul style="list-style-type: none"> • Farm coverage overview • Farm operations and exposures • Appetite and underwriting considerations 	2 hours
	Management Liability (Directors and Officers Insurance)	<ul style="list-style-type: none"> • Overview of D&O products • Coverage highlights • Appetite and underwriting considerations 	1.5 hours
	Professional Liability (Errors & Omissions Insurance)	<ul style="list-style-type: none"> • Overview of E&O insurance • E&O and claims • Appetite and underwriting considerations 	1.5 hours
	Crime Insurance	<ul style="list-style-type: none"> • Why is crime insurance important? • Features and benefits • Claims examples 	2 hours
	Social Engineering Fraud	<ul style="list-style-type: none"> • Overview of Social Engineering Fraud • Highlights include: management strategies, common mistakes, preventative measures and loss scenarios 	1 hour
	Non-standard Property (Niche)	<ul style="list-style-type: none"> • Target classes and examples of exposures • Property and Liability coverages • Endorsements and exclusions 	1.5 hours
	Information Technology Solutions	<ul style="list-style-type: none"> • The importance of Technology Insurance • Coverage and expertise • Appetite and underwriting considerations 	1 hour

