

Specialty Solutions: Business line presentations















Specialty Solutions offers brokers engaging and informative accredited presentations for the lines of business listed below.

Presentations are accredited in Alberta, British Columbia, Manitoba and Saskatchewan.

Contact your Business Development Manager today and arrange a session for your brokerage:

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	Course	What you will learn	Duration	Credits
	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	2
	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	1
	Equipment Breakdown Insurance (Three courses)	<ul style="list-style-type: none"> Part 1: An introduction to EBI including coverage, coverage scenarios and claims examples Part 2: An in-depth look at the technical side of EBI, including an overview of objects, exposures and emerging trends Course of Construction: An overview highlighting the importance and details of EBI coverage during critical phases of a construction project 	2 hours (Part 1 and 2) 1 hour (COC)	2 (each) 1
	Farm Insurance	<ul style="list-style-type: none"> Farm coverage overview Farm operations and exposures Appetite and underwriting considerations 	1.5 hours	1.5
	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	1.5
	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	1.5
	Crime Insurance	<ul style="list-style-type: none"> Why is crime insurance important? Features and benefits Claims examples 	2 hours	2
	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	1
	Commercial Marine Insurance	<ul style="list-style-type: none"> Cargo, Hull and Machinery, Marine Liabilities and other marine policies Target classes Examples of business written 	1.5 hours	1.5
	Yacht Insurance	<ul style="list-style-type: none"> Pleasure Craft coverage overview Appetite and underwriting considerations Rating and <i>my boat</i> Rapid Quote Rater 	2 hours	2
	Specialty Auto and Long-Haul Trucking	<ul style="list-style-type: none"> Coverage for specialty auto, long-haul trucking operations and specialty fleets Appetite and underwriting considerations 	1 hour	1
	Carriers Profile	<ul style="list-style-type: none"> Provides a detailed analysis of government issued carrier profiles to assist with understanding, interpreting and locating vital information within the reports. 	1 hour	1
	Non-standard Property (Niche)	<ul style="list-style-type: none"> Target classes and examples of exposures Property and Liability coverages Endorsements and exclusions Underwriting guidelines 	1.5 hours	1.5
	Information Technology Solutions	<ul style="list-style-type: none"> The importance of Technology Insurance Coverage and expertise Appetite and underwriting considerations 	1.5 hours	1.5