

All webinars are held either
10:00 a.m. – 12:00 p.m. and 2:00 p.m. – 4:00 p.m. Central Time (CT)
OR
1:00 p.m. – 5:00 p.m. Central Time (CT)

DATE	TIME	FACULTY	TOPIC LENGTH	MEGA TOPIC
January				
1/9/2023	10a-12p/2p-4p	Ted Kinney	4 hours	What's New in 2022: Changes in the Homeowners Policy
1/13/2023	10a-12p/2p-4p	Bob Ford	4 hours	Indemnitee vs. Additional Insured – Which is Best?
1/18/2023	1p-5p	Sam Bennett	4 hours	Transportation Exposures of the Agriculture Client
1/24/2023	10a-12p/2p-4p	Jay Williams	4 hours	Underlying Versus Excess: A Closer Look at Policy Provisions
1/27/2023	10a-12p/2p-4p	Alec Grandon	4 hours	From 5-Figure Settlements to 12-Figure Verdicts: A Curated Study
February				
2/3/2023	10a-12p/2p-4p	Ross Pearce	4 hours	Challenges Correctly Covering Condos & Cars
2/7/2023	10a-12p/2p-4p	Charlotte Hicks	4 hours	Flood Insurance Under Risk Rating 2.0
2/13/2023	10a-12p/2p-4p	Jerry Kennedy	4 hours	Ethical Issues
2/15/2023	1p-5p	Mark Gaskamp	4 hours	Whose Risk Is It? Managing Contracts & the Risk Transfer Process/Driving Down Cost of Accidents
2/21/2023	1p-5p	Patrick Deem	4 hours	Workers Compensation Issues and Trends
March				
3/3/2023	10a-12p/2p-4p	Keith Wilts	4 hours	The Insured, Additional Insured vs. Named Insured Debate
3/6/2023	10a-12p/2p-4p	Tim McClendon	4 hours	Cyber Risk – Exposures and Products
3/8/2023	1p-5p	Jerry Kennedy	4 hours	Personal Lines Hot Topics
3/13/2023	10a-12p/2p-4p	Cathy Trischan	4 hours	Commercial Property Concepts Your Client Will Be Glad You Understand
3/21/2023	1p-5p	Latoya Maddox	4 hours	Retirement Landmines
3/30/2023	10a-12p/2p-4p	Nikki Sherrill-Wyatt	4 hours	Garage Coverage Form v. Auto Dealers Coverage Form

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April				
4/4/23	10a-12p/2p-4p	Ted Kinney	4 hours	Certificates of Insurance: The Bane of Our Existence
4/6/23	1p-5p	Bryan Tilden	4 hours	Advanced Business Income
4/12/23	10a-12p/2p-4p	Mark Gaskamp	4 hours	What Every Risk Manager or Agent Needs to Know about OSHA/Ergonomics – Workplace Injuries
4/17/23	1p-5p	Steve Lyon	4 hours	Construction Court Cases and Issues
4/20/23	1p-5p	Jerry Kennedy	4 hours	Ethical Issues
4/28/23	10a-12p/2p-4p	Crystal Uebelher	4 hours	You've Been Served – What To Expect When You Are Sued
May				
5/2/23	1p-5p	Allen Messer	4 hours	Agency Coverage Standards
5/8/23	10a-12p/2p-4p	Bettye Hutchison	4 hours	Keep on Truckin'
5/10/23	1p-5p	John Dismukes	4 hours	Issues with Answers: Commercial P&C
5/16/23	1p-5p	Paul Burkett	4 hours	Cyber Liability – How Your Client Survives in a Connected World
5/18/23	10a-12p/2p-4p	Chris Christian	4 hours	Healthcare Opportunities, Exposures and Coverages for the Non-Specialist Agent
5/26/23	10a-12p/2p-4p	Sam Bennett	4 hours	Personal Lines and The Sharing Economy
June				
6/2/23	10a-12p/2p-4p	Keith Wilts	4 hours	Contractual Liability...Separating Fact from Fiction
6/5/23	1p-5p	Ross Pearce	4 hours	Gaps in Homeowner's Policies Due to Changes in Family Dynamics
6/7/23	1p-5p	Bob Ray	4 hours	Flying High: Aircraft Insurance Fundamentals
6/15/23	8a-12p	Lance Ewing	4 hours	Emerging Risks in Changing Times
6/21/23	1p-5p	Neil Pinsker	4 hours	Healthcare Revealed – Health Insurance Delivery System
6/27/23	1p-5p	Bryan Tilden	4 hours	Insurance Valuation Problems

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July				
7/10/23	1p-5p	Victor Puleo	4 hours	Care for the Long Term: HSA and LTC Plans Working Well Together!!
7/12/23	1p-5p	Rick Goolsby	4 hours	Realities and Rewards of Retirement Planning
7/18/23	10a-12p/2p-4p	Jay Williams	4 hours	Driving The Business Auto Coverage Form
7/20/23	1p-5p	Dave Hershey	4 hours	Managing the Nuts & Bolts of a Diverse Risk Management Program
7/26/23	1p-5p	Neil Pinsker	4 hours	Healthcare Revealed – Health Insurance from the Consumer to the Companies
7/31/23	10a – 12p	Bill Reedy	2 hours	No Business is an Island: A Closer Look at Dependent Property
7/31/23	2p – 4p	Casey Roberts	2 hours	Animal Mortality: When Bad Things Happen to Our Good Animals
August				
8/3/23	1p-5p	Charlotte Hicks	4 hours	Today's Insurance Agency: Adapting to an Online World
8/7/23	1p-5p	Bryan Tilden	4 hours	Arson and the Insurance Contract
8/11/23	10a-12p/2p-4p	Daniel Fink	4 hours	Insuring Hurting Employees – WC & EPLI
8/15/23	1p-5p	Keith Wilts	4 hours	Commercial Property Coverage and Valuation Challenges
8/23/23	1p-5p	Chappy Chapman	4 hours	Personal Lines Claims Issues
September				
9/1/23	10a-12p/2p-4p	Patrick Deem	4 hours	What's Your Opinion? (Case Examples Using CGL, WC, and CPP)
9/12/23	1p-5p	Crystal Uebelher	4 hours	Deposition Success in Five Steps
9/14/23	10a-12p/2p-4p	John Dismuke	4 hours	Errors and Omissions Prevention vs. Mitigation
9/18/23	1p-5p	Steve Lyon	4 hours	Cutting Edge Insurance Issues
9/22/23	10a-12p/2p-4p	Cathy Trischan	4 hours	Doing the Right Thing: Ethics for Insurance Producers
9/27/23	1p-5p	Rick Pitts	4 hours	Ethical Issues
9/29/23	10a-12p/2p-4p	Mike Smith	4 hours	Practical Yacht Insurance

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October				
10/2/23	1p-5p	Cathy Trischan	4 hours	Commercial Liability Concepts Your Client Will Be Glad You Understand
10/12/23	1p-5p	Ross Pearce	4 hours	Challenges Correctly Covering Condos & Cars
10/18/23	1p-5p	Paul Burkett	4 hours	Cyber Liability – How Your Client Survives in a Connected World
10/20/23	10a-12p/2p-4p	Bob Ford	4 hours	Indemnitee vs. Additional Insured – Which is Best?
10/23/23	1p-5p	Cathy Trischan	4 hours	Named Insureds, Automatic Insureds & Non-Automatic Insureds
10/30/23	10a-12p/2p-4p	Steve Lyon	4 hours	Understanding Occurrence and Claims Made Triggers
10/31/23	10a-12p/2p-4p	Jeff Craig	4 hours	Diversifying Revenue for P&C Producers: Mining Life, Disability, & Long-Term Care Opportunities
November				
11/3/23	10a-12p/2p-4p	Ted Kinney	4 hours	What's New in 2022: Changes in the Homeowners Policy
11/8/23	1p-5p	Bettye Hutchison	4 hours	Keep on Truckin'
11/14/23	1p-5p	John Brunette	4 hours	Inland Marine Insurance
11/16/23	10a-12p/2p-4p	Ross Pearce	4 hours	When the Child Becomes the Parent
11/28/23	1p-5p	Bobby Shomo	4 hours	Main Street America's Property Coverage Traps & Dilemmas
11/30/23	1p-5p	Bobby Shomo	4 hours	Main Street America's Ancillary Property Coverages and Catastrophic Loss
December				
12/4/23	10a-12p/2p-4p	Ted Kinney	4 hours	Certificates of Insurance: The Bane of Our Existence
12/6/23	10a-12p/2p-4p	Casey Roberts	4 hours	Cannabis, An Evolving Topic – It's Not Just A Drug
12/8/23	10a-12p/2p-4p	Joan Sansing	4 hours	Dynamics of Sales Management – Producer Selection and Hiring (NO CE)
12/12/23	10a-12p/2p-4p	Keith Wilts	4 hours	When the Business and Personal Automobile Policy Collide
12/13/23	10a-12p/2p-4p	Jeff Wodicka	4 hours	Producer Compensation (NO CE)
12/14/23	1p-5p	Rick Goolsby	4 hours	Senior Insurance Solutions
12/18/23	1p-5p	Ross Pearce	4 hours	Gaps in Homeowner's Policies Due to Changes in Family Dynamics
12/20/23	10a-12p/2p-4p	Crystal Uebelher	4 hours	You've Been Served – What To Expect When You Are Sued