

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				
1/9/24	1p-5p	Cathy Trischan	4 hours	Commercial Liability Concepts Your Client Will Be Glad You Understand
1/11/24	1p-5p	Steve Lyon	4 hours	Understanding Occurrence and Claims-Made Triggers
1/17/24	10a-12p/2p-4p	LaToya Maddox	4 hours	Retirement Landmines
1/22/24	1p-5p	Allen Messer	4 hours	Agency Coverage Standards
February				
2/5/24	1p-5p	Frank Costa	4 hours	NEW! The Cannabis Industry
2/7/24	10a-12p/2p-4p	Chris Christian	4 hours	Cyber Crime
2/12/24	10a-12p/2p-4p	Craig Stanovich	4 hours	Risk Implications for Commercial Real Estate Leases
2/13/24	1p-5p	Jerry Kennedy	4 hours	NEW! Ethics You Can Use (Only Approved for 3-HRS ETH in MD)
2/15/24	10a-12p/2p-4p	John Dismukes	4 hours	Issues with Answers: Commercial P&C
2/21/24	1p-5p	Sara Payne	4 hours	NEW! Defense Base Act
2/27/24	1p-5p	Keith Wilts	4 hours	Commercial Property Coverage and Valuation Challenges
March				
3/5/24	10a-12p/2p-4p	Chappy Chapman	4 hours	Commercial Property Claims Issues
3/7/24	1p-5p	Chris Christian	4 hours	ABC's of D&O: Exposures and Coverages for Main Street Business
3/13/24	10a-12p/2p-4p	Charlotte Hicks	4 hours	Flood Insurance Under Risk Rating 2.0
3/18/24	10a-12p/2p-4p	Casey Roberts	4 hours	Personal Lines, Issues We Need To Understand
3/27/24	1p-5p	Rick Pitts	4 hours	NEW! Bonds from A to Z

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April				
4/2/24	1p-5p	Steve Lyon	4 hours	NEW! Proceed With Caution...Your Client Purchased a Condominium
4/8/24	1p-5p	Cathy Trischan	4 hours	Doing the Right Thing: Ethics for Insurance Producers
4/10/24	1p-5p	Terry Tadlock	4 hours	NEW! Organizational Culture The Solution To Creating An Ethical And Productive Agency
4/18/24	10a-12p/2p-4p	Casey Roberts	4 hours	Cannabis, An Evolving Topic – It's Not Just A Drug
4/23/24	10a-12p/2p-4p	Bettye Hutchison	4 hours	Keep on Truckin'
4/25/24	1p-5p	Allen Messer	4 hours	Contract Analysis for the Contractor by the Insurance Professional
May				
5/1/24	10a-12p/2p-4p	Charlotte Hicks	4 hours	Today's Insurance Agency: Adapting to an Online World
5/6/24	1p-5p	Ross Pearce	4 hours	NEW! Life Insurance...Benefits for the Living
5/15/24	10a-12p/2p-4p	Chris Christian	4 hours	Peeking Behind the Curtain – What Makes Professional Liability Tick
5/17/24	10a-12p/2p-4p	David Pagoumian	4 hours	NEW! The Art & Science of (Catastrophe) Property Placements
5/21/24	10a-12p/2p-4p	John Dismukes	4 hours	Errors and Omissions Prevention vs. Mitigation
5/30/24	1p-5p	Steve Lyon	4 hours	Personal Lines Troubles and Solutions
June				
6/4/24	1p-5p	Jerry Kennedy	4 hours	Toys, Toys and More Toys!
6/10/24	10a-12p/2p-4p	Patrick Deem	4 hours	Workers Compensation Issues and Trends
6/12/24	1p-5p	Charlie Matejowsky	4 hours	The Secure Act
6/18/24	10a-12p/2p-4p	Tim McClendon	4 hours	Cyber Risk – Exposures and Products
6/24/24	1p-5p	Ross Pearce	4 hours	Gaps in Homeowner's Policies Due to Changes in Family Dynamics
6/26/24	10a-12p/2p-4p	Keith Wilts	4 hours	Solving the Mysteries of Business Income Coverage and Claims

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July				
7/2/24	1p-5p	Steve Lyon	4 hours	Diagnosing Issues in the CGL Policy
7/8/24	1p-5p	Cathy Trischan	4 hours	Commercial Property Concepts Your Client Will Be Glad You Understand
7/10/24	1p-5p	Keith Wilts	4 hours	When the Business and Personal Automobile Policy Collide
7/16/24	10a-12p/2p-4p	Chappy Chapman	4 hours	Personal Lines Claims Issues
7/18/24	1p-5p	Crystal Uebelher	4 hours	Deposition Success in Five Steps
7/24/24	10a-12p/2p-4p	Charlie Matejowsky	4 hours	Understanding and Managing the 3 Big Government Benefits: Social Security, Medicare and Medicaid
7/30/24	10a-12p/2p-4p	Ted Kinney	4 hours	NEW! Exploring Personal Auto Claims & Coverage Scenarios
August				
8/1/24	10a-12p/2p-4p	Craig Stanovich	4 hours	Employment-Related Practices Insurance
8/6/24	1p-5p	Allen Messer	4 hours	Property Exposures and Coverages for Contractors
8/12/24	10a-12p/2p-4p	Bettye Hutchison	4 hours	NEW! The What, Where and Why of Insurance Fraud and the Ethical Applications for Today
8/21/24	1p-5p	Steve Lyon	4 hours	Cutting Edge Insurance Issues
8/29/24	10a-12p/2p-4p	John Brunette	4 hours	Inland Marine Insurance
September				
9/5/24	10a-12p/2p-4p	David Pierce	4 hours	Integrating Life, Annuity and Long Term Care for Business Owners
9/10/24	1p-5p	Terry Tadlock	4 hours	NEW! Commercial Insurance Issues That Cause Heartburn
9/16/24	1p-5p	Neil Pinsker	4 hours	Healthcare Revealed – Health Insurance Delivery System
9/18/24	10a-12p/2p-4p	Ross Pearce	4 hours	When the Child Becomes the Parent
9/26/24	1p-5p	Patrick Deem	4 hours	What's Your Opinion? (Case Examples Using CGL, WC, and CPP)

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October				
10/1/24	1p-5p	Allen Messer	4 hours	NEW! Commercial Property Casualty Issues & Answers
10/7/24	10a-12p/2p-4p	John Dismukes	4 hours	Are These Personal Lines Losses Covered?
10/9/24	10a-12p/2p-4p	Rick Pitts	4 hours	Crisis Response for Insurance Professionals: How to Assist an Insured's Response to a Crisis
10/17/24	1p-5p	Bob Ford	4 hours	NEW! Commercial Property – You Better Sweat the Small Stuff
10/22/24	10a-12p/2p-4p	Chris Christian	4 hours	NEW! Construction Risk – What's not in the CGL
10/24/24	10a-12p/2p-4p	Paul Burkett	4 hours	Cyber Liability – How Your Client Survives in a Connected World
10/29/24	1p-5p	Keith Wilts	4 hours	NEW! Home-Based Businesses: Where Personal Ends & Commercial Begins
November				
11/5/24	1p-5p	Steve Lyon	4 hours	Commercial Lines Troubles and Solutions
11/7/24	1p-5p	Jerry Kennedy	4 hours	Ethical Issues (Only Approved for 2.5-HRS ETH in MD)
11/12/24	1p-5p	Sam Bennett	4 hours	Personal Lines and The Sharing Economy
11/18/24	10a-12p/2p-4p	Terry Tadlock	4 hours	NEW! Insurance and the Property Lease
December				
12/2/24	10a-12p/2p-4p	Tim McClendon	4 hours	Decision Risks and Coverages for Executive Risks
12/4/24	10a-12p/2p-4p	Ross Pearce	4 hours	Challenges Correctly Covering Condos & Cars
12/10/24	1p-5p	Ted Kinney	4 hours	Certificates of Insurance: The Bane of Our Existence
12/16/24	1p-5p	Neil Pinsker	4 hours	Healthcare Revealed – Health Insurance from the Consumer to the Companies