

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
<b>January</b>				
1/6/25	1p-5p	Allen Messer	4	Commercial Property Casualty Issues & Answers
1/8/25	1p-5p	Terry Tadlock	4	Organizational Culture The Solution To Creating An Ethical And Productive Agency
1/16/25	1p-5p	Steve Lyon	4	Proceed With Caution...Your Client Purchased a Condominium
1/22/25	10a-12p/2p-4p	Chris Christian	4	Construction Risk – What’s not in the CGL
1/28/25	1p-5p	Bryan Tilden	4	Leased Properties Exposures
<b>February</b>				
2/4/25	10a-12p/2p-4p	Neil Kaplan	4	Protecting Wine Collections – An Insurance Perspective
2/6/25	10a-12p/2p-4p	Ted Kinney	4	Exploring Personal Auto Claims & Coverage Scenarios
2/12/25	10a-12p/2p-4p	Rich Rudolph	4	Insuring the Uninsurable
2/20/25	1p-5p	Terry Tadlock	4	Commercial Insurance Issues That Cause Heartburn
2/25/25	10a-12p/2p-4p	Bob Ray	4	Flying High: Aircraft Insurance Fundamentals
<b>March</b>				
3/3/25	1p-5p	Cathy Trischan	4	Doing the Right Thing: Ethics for Insurance Producers
3/10/25	1p-5p	Ross Pearce	4	Life Insurance...Benefits for the Living
3/12/25	10a-12p/2p-4p	Clarissa Preston	4	<b>NEW!</b> Work Comp Techniques, Trends, and Tools
3/18/25	1p-5p	Paula Burns	4	<b>NEW!</b> Navigating Risk for Religious & Non-Profit Organizations
3/27/25	10a-12p/2p-4p	Paul Burkett	4	Property and Casualty Issues for Large Manufacturing Risks

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<b>April</b>				
4/2/25	1p-5p	Steve Lyon	4	<b>NEW!</b> Contractual Liability Confusion
4/8/25	1p-5p	Terry Tadlock	4	Insurance and the Property Lease
4/14/25	1p-5p	Allen Messer	4	Steering The Business Auto Coverage Form
4/16/25	10a-12p/2p-4p	Casey Roberts	4	Technology Trends and Other Changes in Agribusiness and Insurance
4/21/25	1p-5p	Jerry Kennedy	4	Ethics You Can Use <b>(Only Approved for 3-Hrs ETH in MD)</b>
4/30/25	1p-5p	Bob Ford	4	Commercial Property – You Better Sweat the Small Stuff
<b>May</b>				
5/6/25	10a-12p/2p-4p	Keith Wilts	4	Home-Based Businesses: Where Personal Ends & Commercial Begins
5/9/25	1p-5p	Cathy Trischan	4	<b>NEW!</b> CGL Coverage for the Contractor – Key Coverage Issues
5/15/25	1p-5p	Patrick Hardy	4	<b>NEW!</b> Creating an Elite Crisis Team in Your Agency in 3 Steps
5/21/25	10a-12p/2p-4p	Richard Hart	4	<b>NEW!</b> Ethics, E&O, Certificates & Binders and Fraud
5/29/25	1p-5p	Steve Lyon	4	Diagnosing Issues in the CGL Policy
<b>June</b>				
6/2/25	10a-12p/2p-4p	Keith Wilts	4	Leased & Rented Property - The Contract vs. Coverage
6/5/25	1p-5p	Lance Ewing	4	Emerging Risks in Changing Times
6/10/25	1p-5p	Allen Messer	4	Concepts That Affect Coverage/Liability
6/16/25	1p-5p	Allen Messer	4	<b>NEW!</b> Misery Awaits! Additional Insureds & Certificates of Insurance
6/25/25	10a-12p/2p-4p	Chris Christian	4	Healthcare Opportunities, Exposures and Coverages for the Non-Specialist Agent
6/27/25	10a-12p/2p-4p	Chappy Chapman	4	Commercial Property Claims Issues

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<b>July</b>				
7/1/25	1p-5p	John Dismukes	4	Errors and Omissions Prevention vs. Mitigation
7/9/25	1p-5p	Terry Tadlock	4	Why Good People Do Bad Things: A Deep Dive Into Agency Ethics
7/11/25	10a-12p/2p-4p	Frank Costa	4	The Cannabis Industry
7/15/25	1p-5p	Cathy Trischan	4	<b>NEW!</b> Who's Covered? Insureds and Additional Insureds
7/17/25	10a-12p/2p-4p	Mark Greenway	4	Navigating the Global Marketplace
7/23/25	10a-12p/2p-4p	Charlie Matejowsky	4	The Greatest Insurance Product Ever Invented: Life Insurance
7/29/25	1p-5p	Allen Messer	4	<b>NEW!</b> Ramblings Of An Insurance Nerd
<b>August</b>				
8/4/25	1p-5p	Steve Lyon	4	Commercial Lines Troubles and Solutions
8/7/25	1p-5p	Patrick Hardy	4	<b>NEW!</b> Evaluating a Comprehensive Crisis Management Program
8/13/25	10a-12p/2p-4p	Chris Christian	4	Peeking Behind the Curtain - What Makes Professional Liability Tick
8/19/25	1p-5p	Allen Messer	4	Concepts That Affect Coverage/Liability
8/28/25	10a-12p/2p-4p	Sara Payne	4	Defense Base Act
<b>September</b>				
9/4/25	10a-12p/2p-4p	Rick Pitts	4	Anatomy of a Lawsuit: An Insurance and Risk Management Seminar
9/9/25	10a-12p/2p-4p	Dave Hershey	4	<b>NEW!</b> Program Agreements for Large Casualty
9/17/25	1p-5p	Casey Roberts	4	Commercial Property, Key Items To Understand
9/22/25	1p-5p	Cathy Trischan	4	Commercial Liability Concepts Your Client Will Be Glad You Understand
9/30/25	10a-12p/2p-4p	Clarissa Preston	4	Work Comp Techniques, Trends, and Tools

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<b>October</b>				
10/2/25	10a-12p/2p-4p	Dave Hershey	4	Managing the Nuts & Bolts of a Diverse Risk Management Program
10/7/25	1p-5p	Terry Tadlock	4	Organizational Ethics
10/16/25	10a-12p/2p-4p	Ted Kinney	4	Common Procedural Mistakes That Land Agents in Court
10/22/25	10a-12p/2p-4p	Chappy Chapman	4	Personal Lines Claims Issues
10/27/25	10a-12p/2p-4p	Casey Roberts	4	Cannabis, An Evolving Topic - It's Not Just A Drug
<b>November</b>				
11/4/25	10a-12p/2p-4p	Richard Hart	4	Ethics, E&O, Certificates & Binders and Fraud
11/6/25	1p-5p	Patrick Hardy	4	Creating an Elite Crisis Team in Your Agency in 3 Steps
11/10/25	1p-5p	Cathy Trischan	4	Commercial Liability Endorsements To Watch Out For
11/13/25	1p-5p	Patrick Hardy	4	Evaluating a Comprehensive Crisis Management Program
11/19/25	10a-12p/2p-4p	Rick Goolsby	4	Realities and Rewards of Retirement Planning
11/20/25	1p-5p	Allen Messer	4	Commercial Casualty Do's and Don'ts
<b>December</b>				
12/2/25	1p-5p	Terry Tadlock	4	Commercial Insurance Issues That Cause Heartburn
12/4/25	1p-5p	Steve Lyon	4	Construction Court Cases and Issues
12/8/25	1p-5p	Jerry Kennedy	4	Personal Lines Hot Topics
12/15/25	1p-5p	Cathy Trischan	4	Insuring the Building Project: Builders Risk and Installation Floater