

The Independent Insurance Agents & Brokers of Oregon

2015 MidWinter Education Symposium

"SEAS THE DAY"

Thursday & Friday, March 5 & 6, 2015
Inn at Spanish Head, Lincoln City, Oregon
12hrs Approved CE OR/WA

David Thompson, CPCU, AAI, API, CRIS - After receiving his college degree from Mercer University in Macon, Georgia, and serving seven years as a commissioned officer in the U.S. Army and U.S. Coast Guard, David began his insurance career in a family-owned independent agency in Vero Beach, Florida, where he was a licensed agent selling all types of insurance. In 1996, David accepted a training and education position with the Florida Association of Insurance Agents in Tallahassee, Florida, where he presents continuing education seminars throughout the country on a variety of insurance subjects. In addition to being a full time insurance nerd, David is an avid runner and smokes the best ribs, chicken, and pork in the country.

Thursday, March 5

8am - 12 noon - "E & O 2014 - CRACK THE CASES" - In this class, we will focus on actual case studies that have taken place. Current data and current "problem areas" provided by Swiss/Re/Westport will make up the basis of this class. Attendees will see the facts presented and will have the opportunity to analyze what did happen, what should have happened, and develop recommendations for similar situations going forward. This class qualifies for the 10% loss control credit on the agency E&O policy written through Swiss Re if the proper number of agency staff attends. - **6 HRS Approved CE OR/WA**

12noon - 1pm - Lunch Buffet

1pm - 3pm - "E & O 2014 - CRACK THE CASES Continued"

3pm - 5pm - "DON'T FUMBLE THESE COVERAGES" - When the kids go off to college and when Mom & Dad visit them, especially over a football weekend, few people (except the insurance agent) ever think about how insurance works. This two hour class looks at some of the exposures faced by parents and kids when Junior or Sissy head off to college. Some of the subjects include: kid's cars, coverage, and how it's titled; does the kid have enough Coverage C under the homeowners policy; is a dormitory room or a fraternity/sorority house an "insured location"; territory issues - the kid could do a "study abroad" semester; scooters, Segways, and other motorized land conveyances; spring break issues such as renting a jet ski or four-wheeler; host liquor issues; rental of a motor home for a tailgate weekend, and a lot more. Attend this class and the probability of a "coverage fumble" will be reduced! **2 HRS Approved CE OR/WA**

5pm - Hosted Reception & Hors d'ouves

Friday, March 6

8am - 10am - "BAP & PAP - WHEN POLICIES COLLIDE" - The lines between a business auto policy and a personal auto policy are far from black and white. Numerous situations are very common that can be covered by both policies. Which policy is appropriate? Who is an insured under each policy? How does PIP work? What about UM...when is stacked best and when is it not available. How about uninsured motorist...when does stacking apply? How about company cars supplied to an employee? Can you properly cover a situation where a personally owned auto is insured on a BAP? What about traveling employees, especially in rental cars; what policy is primary? This comprehensive course looks at numerous situations and analyzes coverage (and gaps) under both policies. If you an "auto insurance nerd" this class has your name all over it. **2 HRS Approved CE OR/WA**

10am - 12noon - "RENTAL CARS - MORE THAN MEETS THE EYE" - There are close to two million rental cars in the U.S. People rent these cars, seldom with a thought about insurance coverages. This class examines various rental car contracts to point out what renters are agreeing to when they rent, analyzes the "protection" offered for sale by rental car firms, and then analyzes the coverage provided under the PAP and BAP. Coverage questions about rental cars have to rank in the "top 10" questions customers ask. This class provides answers to those questions, often with alarming answers. There really is much more to renting a car than driving away from the lot. **2 HRS Approved CE OR/WA**

12noon - Boxed lunch / Adjourned!

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REGISTRATION

Inn at Spanish Head, 4009 Southwest Highway 101, Lincoln City, Oregon 97367. For hotel reservations call 1.800.452.8127. **Reservations should be made prior to February 4, 2015 to ensure availability.**
Be sure to mention you are with the Independent Insurance Agents & Brokers of Oregon to receive our special hotel rates.

Agency / Company: _____
First Registrant: _____ Email: _____
Add'l Registrant: _____ Email: _____
Address: _____ Phone: _____ Fax: _____
OR/WA License? _____ License # _____

Both Days March 5 & 6

First Registrant - \$220 \$ _____
Add'l registrant from same agency/co \$120 \$ _____

Thursday Only March 5

First Registrant \$140 \$ _____
Add'l registrant from same agency/co @ \$110 \$ _____

Friday Only March 6

First Registrant \$85 \$ _____
Add'l registrant from same agency/co @ \$65 \$ _____

Spouse / Significant Other—Includes lunch for both days & Thursday's hosted reception.

Spouse Name: _____ @ \$50 \$ _____

Spouses can opt to attend a FREE cooking demonstration, Thursday, March 5 (includes lunch & wine pairings), by the Pacific Coast Center for the Culinary Arts. Transportation will be provided.

Please circle one: YES I will attend the cooking demo - NO I will not be attending the cooking demo.

TOTAL AMOUNT OWED: \$ _____

Method of payment: Check Credit Card (AMEX, VISA, MC) # _____
Exp. Date: _____ V-Code: _____ Name as it appears _____
Signature: _____

(If paying by credit card, a 5% handling charge will apply)

For more information, contact Barb Demings 503.274.4000 ext. 26, toll free 1.866.774.4226 or barbd@insureoregon.org.
Mail or fax registration forms to: IIABO, 5550 SW Macadam Ave #305, Portland, OR 97239, Fax: 503.274.0062.

CANCELLATION POLICY: Full credit toward another seminar will be allowed for cancellation requests received at least 5 business days before a seminar. Any cancellation request received less than 5 business days prior to the seminar will receive a 50% credit. Cancellation requests received on or after the date of the seminar will NOT be eligible for credit. ALL CANCELLATION REQUESTS MUST BE IN WRITING - NO EXCEPTIONS! Refunds follow the same policy and incur a \$25 processing fee.