



FINANCIAL POISE WEBINAR ONE SHEET BUSINESS PROPERTY & CASUALTY INSURANCE 101 2020

ABOUT THIS SERIES

There's one type of contract that virtually every business in the United States enters into each and every year: their insurance contract(s). Despite being bound by and paying (sometimes handsomely) for these contracts, they're not always well understood by the business. Questions as fundamental as what risks should be insured (v. self-insured or mitigated via contract) and for how much or what losses will actually be covered and at what value are simply not commonly understood. This Financial Poise webinar series teaches business owners, executives and their trusted advisors, what they should know about their property & casualty insurance so they understand how best to protect their assets and people in the most cost effective manner.

As with every Financial Poise webinar, each episode in this series is delivered in Plain English understandable to investors, business owners, and executives without much background in these areas, yet is also valuable to attorneys, accountants, and other seasoned professionals. And, as with every Financial Poise webinar, each episode brings you into engaging, sometimes humorous, conversations designed to entertain as it teaches. Each episode in the series is designed to be viewed independently of the other episodes, so that participants will enhance their knowledge of this area whether they attend one, some, or all episodes.

EPISODE SUMMARIES

About Episode #1

Understanding Risk Management Basics for Business Owners

April 28, 2020 at 11:00 AM CST

This expert panel embarks upon a discussion of key elements of risk management such as the 5-Steps of the Risk Management Process, Understanding 3 Main Types of Loss Exposures, Measuring Loss Exposures and 5 Types of Risk Control.

We'll discuss Insurance Distribution, Wholesale v. Retail Insurers and Policies to give a business owner an understanding of what to look for in a carrier, a broker and how underwriters operate.

We'll also review some general best practices for Safety and Loss Control applicable to many businesses. In light of current circumstances, we'll discuss safety measures for employees working from home.



About Episode #2

Property/Business Interruption and Cyber Liability
May 26, 2020 at 11:00 AM CST

This expert panel embarks upon a discussion of key elements of a property policy such as what coverages could be essential to your business i.e. Business Income, Contingent Property and Professional Services (and you don't need to be in the Professional Services business to get value from this coverage), an explanation of co-insurance v. agreed value and different valuations like replacement cost v. cash value as well as proper valuation of assets

We'll also discuss Cyber Liability coverage, why it's so important to so many more businesses than one might think and what could be important considerations for a policy since they are still so very different from carrier to carrier. We'll look at things like protecting inventory with a "street value," are you, the insured, carrying a "foreign exchange" risk with your cyber policy, who's going to obtain crypto currency to pay a ransom, do you have a potential bodily injury risk and do you need business income coverage.

This webinar is delivered in Plain English, understandable to you even if you do not have a background in the subject. It brings you into an engaging, even sometimes humorous, conversation designed to entertain as it teaches. And, it is specifically designed to be viewed as a stand-alone webinar, meaning that you do not have to view the other webinars in the series to get a lot out of it.

About Episode #3

General Liability, Umbrella/Excess Coverage, Commercial Auto/Workers' Compensation
June 23, 2020 at 11:00 AM CST

As a business owner, there are so many choices when it comes to insurance. This webinar touches upon all you need to know about General Liability, Umbrella/Excess Coverage, Commercial Auto Insurance, and Workers' Compensation.

General liability coverage protects the business from 3rd party suits for Property and Bodily Injury claims. The panelists also look at potential product liability or intellectual property exposure that's not covered. Most business owners understand that commercial umbrella is a must. But how do you determine how much is the right amount? The panelists will also examine why Hired/Non-Owned is important when it comes to Commercial Auto coverage. The panelists will also touch upon best practices for managing employees who drive for your business with their own cars.



This panel will also cover workers' compensation insurance. Topics discussed include managing the costs of the insurance itself as well as the proper management of workers compensation claims. Other topics discussed include codes and classification errors, how to get money back from the insurer, as well as best practices for Independent Contractors.

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About Episode #4

Executive Protection – Directors' & Officers', Employment Practices Liability, Crime/Employee Dishonesty & Professional Liability

July 21, 2020 at 11:00 AM CST

This webinar will provide you with an overview of Management & Professional Liability related issues. These experts will discuss Director and Officer liability. Topics such as exclusions, Settlers Clauses, and Side A coverage will be examined. This panel will also explore employment practices liability. This specific type of coverage is important regardless of how well you think you treat your employees. 3rd party coverage will also be explored. Other topics discussed include crime/employee dishonesty and professional liability.

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About Episode #5

Personal Lines for the Business Owner/Executive

August 18, 2020 at 11:00 AM CST

You spend a lot of time making sure you have the correct insurance for your business. Are you giving enough attention to protecting your personal assets? This webinar will focus on protecting the personal interests of the business owner/executive.



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