

# Live Webinar - Introduction to Commercial Insurance Packages

**Duration:** 3 hours

This half day interactive webinar is suitable for those who are new to the selling or servicing of Commercial Package covers or who those who wish to refresh their knowledge.

## Course Objectives

Delegates who successfully complete this workshop will be able to:

- demonstrate an understanding of the benefits of a package policy approach and for which types of customer it is suitable
- outline the usual policy structure and the variations which might be encountered
- describe the cover usually available under the major covers – Property Damage, Business Interruption, Money, Liability, Computers, Personal Accident and Goods in Transit
- outline the principal conditions and exclusions and their impact on the customer
- describe the information underwriters require and why

## Course Content

- Commercial Packages v Individual Policies
- Commercial Packages Policy Structure
- Underwriting Considerations and Information Requirements
- Commercial Packages – Major Covers Overview:
  - Property Damage
  - Business Interruption
  - Money
  - Employers/Public/Products Liability
  - Personal Accident
- Commercial Package – Options Overview:
  - Computers
  - Goods in Transit
  - Fidelity Guarantee
  - Engineering
  - Legal Expenses
- Principal Policy Conditions and Exclusions