



2022

E&O Risk Management



E&O Class Topics:

Meeting the Challenge of Change: E&O Basics

3hrs PC In-Person CC# 85422, Webinar: CC# 81257

Topics: Agent Carrier Contract, Agent Carrier Relationships - Law of Agency, E&O Considerations, Agency Defense Documentation, and Understanding Agent Duties

Meeting the Challenge of Change: Operations

3hrs PC In-Person CC# 85420

Topics: Role of Agency Procedures, E&O Considerations, Agency Defense Documentation, and Reporting an E&O Claim

Meeting the Challenge of Change: Agency Defense

3hrs PC, In-Person: Filed for 3hrs PC, Webinar CC# 81258

Topics: 360 View, Certificates of Insurance, and Risk Assessment

In-Person Classes:

Dates & Location:

May 25 @ VAST, Marquette

August 25 @ Double Tree, Grand Rapids

September 22 @ VAST, Marquette

October 20 @ Somerset, Troy

Time:

9:00am - Noon

9:00am - Noon

9:00am - Noon

1:00 - 4:00pm

Topic:

Meeting the Challenge of Change: E&O Basics

Meeting the Challenge of Change: Operations

Meeting the Challenge of Change: Agency Defense

Meeting the Challenge of Change: Operations

Instructor:

Dave Walker

Mary LaPorte

Dave Walker

Mary LaPorte

Webinars:

Date:	Time:	Topic:	Instructor:
April 21	1:00 - 4:00 pm	Meeting the Challenge of Change: E&O Basics	Dave Walker
June 23	1:00 - 4:00 pm	Meeting the Challenge of Change: Agency Defense	Dave Walker
September 29	9:00am - Noon	Meeting the Challenge of Change: E&O Basics	Dave Walker
November 17	1:00 - 4:00 pm	Meeting the Challenge of Change: Agency Defense	Dave Walker
December 15	19:00am - Noon	Meeting the Challenge of Change: E&O Basics	Dave Walker

Additional options are available at bit.ly/MAIA-EO-ABEN

Cost:

Member:

\$75

Non-Member:

\$100

Registration Deadline

Register Online at: <https://members.michagent.org/upcoming-events>.
Registration for each class closes 2 days prior to the class date.

Virtual Link

The link to the class will be emailed to registrants.

Qualifies for Westport E&O Discount

These programs qualify for the Westport/Swiss Re and Fireman's Fund discounts. See other side of this sheet for staff attendance requirements.

Please Note

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodation to that disability. Please submit your request as far in advance as possible for the program you wish to attend. If you have any questions, call (800) 589-6501 or email info@michagent.org

CE Provider #0007

Questions? Call us at (800) 589-6501.

Cancellation Policy: If you must cancel your registration, you will receive a 25% refund. No refunds will be given to those who attend part of a program, or who are no-shows. If you do not cancel and do not attend the program, you will be considered a no show and no money will be refunded, nor will your money be transferred to a different class.

RISK MANAGEMENT PREMIUM CREDIT OPPORTUNITIES



MICHIGAN



Westport Insurance Corporation's risk management program allows your agency to earn credits up to 20% on your E&O Premium for two policy terms. Swiss Re has been able to prove that there is a direct correlation between attending a risk management course and reducing E&O claims.

Step 1:

Earn a 10% credit on your Westport E&O premium by attending an approved 3 hour risk management seminar prior to your policy anniversary (or within 30 days after your policy inception/renewal date). The number of agency staff required to attend is based on agency size. The credit is applicable for two consecutive policy terms. You can find a list of approved in-person and webinar E&O classes at <https://members.michagent.org/upcoming-events>.

Step 2:

Earn an additional 10% by completing two of the three options listed below. Each option is worth an additional 5% credit (maximum of 10% from 2 of these 3 options).

STAFF SEMINAR REQUIREMENTS

Agency Staff	Total Required Attendees
1-4.....	1
5-11.....	3
12+.....	25% of Staff (max of 15 attendees)

*One active owner, principal or partner needs to attend in order to qualify.

- A.** 50% or more of staff attendance at a Westport approved 3hr Risk Management Seminar. The number of required attendees is rounded up.
- B.** Agency use of a Westport approved commercial & personal lines coverage checklist.
- C.** Voluntary website review performed by an approved Westport auditor (fee applies). All recommendations must be implemented prior to the discount being applied.

For questions & more information, contact our E&O Team at:
eoteam@michagent.org
(800) 950-5990



PROFESSIONAL
LIABILITY.

Additional agency risk management information is available via the E&O Happens website: iiaba.net/EOHappens