

September 2020

Date	Webinar	Time (EDT)*	Instructor
2	Contractual Liability ... Separating Fact from Fiction	1 PM - 4 PM	Keith Wilts
3	Top 10 Countdown of Personal Lines Coverages and Current Issues	1 PM - 4 PM	Keith Wilts
9	Risk Assessment for Manufacturing Operations - What Can Go Wrong?	1 PM - 4 PM	Paul Burkett
10	Farm Vehicle and Equipment Coverages	9 AM - 12 PM	Keith Wilts
10	E&O: Roadmap to Homeowners Insurance	1 PM - 4 PM	Keith Wilts
14	Commercial Property Coverages <i>Exploring Key Concepts</i>	1 PM - 4 PM	Patrick Deem
NEW 15	Work + Home + COVID-19	1 PM - 4 PM	Keith Wilts
21	Business Income - Coverage Analysis through Claims	1 PM - 4 PM	Keith Wilts
22	Income After Retirement - Where Does the Money Come From?	9 AM - 12 PM	Ross Pearce
23	Ethics and Agent Liability	1 PM - 4 PM	Paul Burkett
24	E&O: Commercial Liability Coverage Gaps and How to Fill Them	1 PM - 4 PM	Keith Wilts
28	It's Not My Fault, or Is It? - Liability Issues in Personal Lines Policies	1 PM - 4 PM	Ross Pearce
29	Insurance Valuation Strategies	1 PM - 4 PM	Bryan Tilden

October 2020

Date	Webinar	Time (EDT)	Instructor
6	When the Child Becomes the Parent - Aging Parents & Insurance Decisions	1 PM - 4 PM	Ross Pearce
7	The Insured, Additional Insured vs Named Insured Debate	9 AM - 12 PM	Keith Wilts
NEW 7	E&O: Roadmap to Homeowners Endorsements and Personal Inland Marine	1 PM - 4 PM	Keith Wilts
8	Commercial General Liability Coverages	1 PM - 4 PM	Patrick Deem
NEW 12	The New Commercial Auto ... Business, Motor Carriers, and Auto Dealers	1 PM - 4 PM	Keith Wilts
13	Cyber Liability	1 PM - 4 PM	Paul Burkett
NEW 14	Fiduciary and Employee Benefits Liability and Impact of Fair Labor Standards	1 PM - 4 PM	Paul Burkett
15	Take Charge of Emerging Homeowners' Insurance Trends ... Tiny Houses, Home Sharing, E-Scooters, Events, and Kids	1 PM - 4 PM	Ross Pearce
19	Personal Auto Policy	1 PM - 4 PM	Keith Wilts
20	Ethics and the Law	1 PM - 4 PM	Bryan Tilden
21	E&O: Commercial Property Coverage Gaps and How to Fill Them	1 PM - 4 PM	Keith Wilts
26	10 Things Every Commercial Lines Agent Ought to Know	1 PM - 4 PM	Keith Wilts
27	Contractors Liability Exposures ... Risk Analysis to Coverage Solutions	1 PM - 4 PM	Paul Burkett

* Time: EDT - Eastern Daylight Time
EST - Eastern Standard Time (Begins on November 1st)

November 2020

Date	Webinar	Time (EST)	Instructor
3	Homeowners Hot Topics ... What You Need to Know	1 PM - 4 PM	Keith Wilts
4	Additional Insureds and Certificates of Insurance	1 PM - 4 PM	Paul Burkett
5	Life Insurance ... Benefits for the Living	9 AM - 12 PM	Ross Pearce
5	Workers' Compensation	1 PM - 4 PM	Paul Burkett
9	Businessowners Policy (BOP) ... Planning for the Unexpected	1 PM - 4 PM	Keith Wilts
10	Business Auto Coverages	9 AM - 12 PM	Bryan Tilden
10	Ethics - Walking a Straight Line	1 PM - 4 PM	Keith Wilts
11	Take Charge of Emerging Personal Automobile Trends ... Automobile Sharing and Transportation Networks, Insureds vs Family Members	1 PM - 4 PM	Ross Pearce
12	The Dirty Dozen <i>Twelve Great Commercial Insurance Mysteries</i>	9 AM - 12 PM	Keith Wilts
NEW 12	E&O: Roadmap to Professional and Executive Liability Coverage Gaps and How to Fill Them	1 PM - 4 PM	Keith Wilts
16	E&O: Roadmap to Personal Auto and Umbrella Insurance	1 PM - 4 PM	Keith Wilts
23	Work + Home + COVID-19	1 PM - 4 PM	Keith Wilts

December 2020

Date	Webinar	Time (EST)	Instructor
NEW 3	Ethical Challenges in Life and Health Insurance	1 PM - 4 PM	Ross Pearce
7	Contractual Liability ... Separating Fact from Fiction	1 PM - 4 PM	Keith Wilts
8	Personal Lines Checkup - What's New and What's Changed ... What it All Means	9 AM - 12 PM	Keith Wilts
8	Insurance Valuation Strategies	1 PM - 4 PM	Bryan Tilden
9	E&O: Commercial Liability Coverage Gaps and How to Fill Them	1 PM - 4 PM	Keith Wilts
10	Insuring Trusts - Protecting Your Client's Wishes	1 PM - 4 PM	Paul Burkett
14	Dispelling the Myths of Workers' Compensation	1 PM - 4 PM	Patrick Deem
15	Protecting Your Most Valuable Asset	9 AM - 12 PM	Ross Pearce
15	Ethical Dilemmas ... Making the Right Choices	1 PM - 4 PM	Ross Pearce
16	Personal Auto Hot Topics ... What You Need to Know	9 AM - 12 PM	Keith Wilts
16	Condominiums	1 PM - 4 PM	Keith Wilts
17	Cyber Liability	9 AM - 12 PM	Paul Burkett
17	E&O: Roadmap to Homeowners Insurance	1 PM - 4 PM	Keith Wilts