

2024 TSLA TOPIC LIST

TSLA can provide your local association with a speaker for your next meeting. Our speakers are provided at no cost to you and can speak on a variety of topics

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TSLA TOPIC LIST

Excess & Surplus Lines (2 hours)

Participant should obtain basic and general knowledge regarding the excess & surplus lines industry.

Surplus Lines (1 hour) (can be taught by webinar)

Participant should obtain basic and general knowledge regarding the excess & surplus lines industry.

Putting Together a Winning Submission (1 hour) (can be taught by webinar)

Participants in this one-hour class will learn how to properly prepare and submit applications for surplus lines insurance.

Understanding Directors & Officers Liability (2 Hours)

The intent of this presentation will be to teach the participants on how to understand D&O by breaking down the exposures, policy, providing real life claims scenarios and discuss the current marketplace.

Getting Your Submission to the Top of the Stack (2 Hours)

Participants in this class will learn how to properly prepare and submit applications for surplus lines insurance and how to build relationships with two or three wholesalers.

Garage Coverage and When to Use it (2 Hours)

Participants should obtain basic and general knowledge regarding garage liability insurance. This knowledge will include learning about surplus line versus standard market, garage versus CGL, coverages and symbols, exclusions, ratings, legal, limits, deductible and risk examples.

E&O Avoidance in E&S Placements (1 Hour) (can be taught by webinar)

The licensee will learn how to avoid E&O claims by applying for, documenting, and eventually obtaining coverage through a competent broker and financially stable carrier.

Network Security/Data Privacy/Cyber Liability (2 Hours)

Cyber Liability, Data Privacy and Network Security is a growing exposure area for all businesses. This presentation will cover the risk those exposures bring, how insurance can be an effective way to transfer that risk and the marketplace for Cyber Liability, Data Privacy and Network Security insurance.

Basics of CBD and Marijuana - The Quick Version (1 hour) (can be taught by webinar)

Participants should obtain basic knowledge of CBD and Marijuana (THC). Topics will include Regulation, Seed to Sale process, ways to consume, and underwriting concerns/ potential claims and forms including exclusions and extensions of coverage found in insurance policies.

Hard Market Dynamics and How to Approach with Your Insured (1 hour) (can be taught by webinar)

This class will discuss the differences in hard vs soft insurance markets, and the dynamics of the current insurance market including aspects of social inflation. The bulk of the course is designed to educate insureds on the Hard Market and put emphasis on putting the best policy together for their coverage needs.

The Additional Insured (1 hour) (can be taught by webinar)

Participants will learn the definition, purpose, and how an additional insured endorsement modifies a policy. They will learn the differences between an Additional Named Insured and an Additional Insured.

Contractual Liability (1 hour) (can be taught by webinar)

This class will give an overview of contractual liability and the purpose for it. It will go into different types of indemnity agreements and forms in your policy that helps comply with those agreements. It will also discuss how Texas approaches these agreements.

Commercial Inland Marine (2 hours)

Class participants will learn the basics of inland marine coverage which includes how it differs from property insurance; reviewing the forms and what may be covered and what businesses need this coverage. The participants should be comfortable with this type of coverage by the end of the class.

Ethics (3 hours)

This course reviews ethics as a concept in the context of general business, and then moves to ethics in insurance. The course includes case studies and critical consideration of key insurance ethical issues.