

# September 2020

Date	Webinar	Time (CDT)*	Instructor
2	Contractual Liability ... Separating Fact from Fiction	12 PM - 3 PM	Keith Wilts
3	Top 10 Countdown of Personal Lines Coverages	12 PM - 3 PM	Keith Wilts
9	Risk Assessment for Manufacturing Operations - What Can Go Wrong?	12 PM - 3 PM	Paul Burkett
10	Farm Vehicle and Equipment Coverages	8 AM - 11 AM	Keith Wilts
10	E&O: Roadmap to Homeowners Insurance	12 PM - 3 PM	Keith Wilts
14	Commercial Property Coverages <i>Exploring Key Concepts</i>	12 PM - 3 PM	Patrick Deem
<b>NEW</b> 15	Work + Home + COVID-19	12 PM - 3 PM	Keith Wilts
21	Business Income - Coverage Analysis through Claims	12 PM - 3 PM	Keith Wilts
22	Income After Retirement - Where Does the Money Come From?	8 AM - 11 AM	Ross Pearce
23	Ethics and Agent Liability	12 PM - 3 PM	Paul Burkett
24	E&O: Commercial Liability Coverage Gaps and How to Fill Them	12 PM - 3 PM	Keith Wilts
28	It's Not My Fault, or Is It? - Liability Issues in Personal Lines Policies	12 PM - 3 PM	Ross Pearce
29	Insurance Valuation Strategies	12 PM - 3 PM	Bryan Tilden

# October 2020

Date	Webinar	Time (CDT)	Instructor
6	When the Child Becomes the Parent - Aging Parents & Insurance Decisions	12 PM - 3 PM	Ross Pearce
7	The Insured, Additional Insured vs Named Insured Debate	8 AM - 11 AM	Keith Wilts
<b>NEW</b> 7	E&O: Roadmap to Homeowners Endorsements and Personal Inland Marine	12 PM - 3 PM	Keith Wilts
8	Commercial Liability Coverages	12 PM - 3 PM	Patrick Deem
<b>NEW</b> 12	The New Commercial Auto ... Business, Motor Carriers, and Auto Dealers	12 PM - 3 PM	Keith Wilts
13	Cyber Liability	12 PM - 3 PM	Paul Burkett
<b>NEW</b> 14	Fiduciary and Employee Benefits Liability and Impact of Fair Labor Standards	12 PM - 3 PM	Paul Burkett
15	Take Charge of Emerging Homeowners' Insurance Trends ... Tiny Houses, Home Sharing, E-Scooters, Events, and Kids	12 PM - 3 PM	Ross Pearce
19	Personal Auto Policy	12 PM - 3 PM	Keith Wilts
20	Ethics and the Law	12 PM - 3 PM	Bryan Tilden
21	E&O: Commercial Property Coverage Gaps and How to Fill Them	12 PM - 3 PM	Keith Wilts
26	10 Things Every Commercial Lines Agent Ought to Know	12 PM - 3 PM	Keith Wilts
27	Contractors Liability Exposures ... Risk Analysis to Coverage Solutions	12 PM - 3 PM	Paul Burkett

\*Time: CDT - Central Daylight Time  
CST - Central Standard Time (Begins on November 1st)

# November 2020

Date	Webinar	Time (CST)	Instructor
3	Homeowners Hot Topics	12 PM - 3 PM	Keith Wilts
4	Additional Insureds and Certificates of Insurance	12 PM - 3 PM	Paul Burkett
5	Life Insurance ... Benefits for the Living	8 AM - 11 AM	Ross Pearce
5	Workers' Compensation	12 PM - 3 PM	Paul Burkett
9	Businessowners Policy (BOP) ... Planning for the Unexpected	12 PM - 3 PM	Keith Wilts
10	Business Auto Coverages	8 AM - 11 AM	Bryan Tilden
10	Ethics - Walking a Straight Line	12 PM - 3 PM	Keith Wilts
11	Take Charge of Emerging Personal Automobile Trends ... Automobile Sharing and Transportation Networks, Insureds vs Family Members	12 PM - 3 PM	Ross Pearce
12	The Dirty Dozen <i>Twelve Great Commercial Insurance Mysteries</i>	8 AM - 11 AM	Keith Wilts
NEW 12	E&O: Roadmap to Professional and Executive Liability Coverage Gaps and How to Fill Them	12 PM - 3 PM	Keith Wilts
16	E&O: Roadmap to Personal Auto and Umbrella Insurance	12 PM - 3 PM	Keith Wilts
23	Work + Home + COVID-19	12 PM - 3 PM	Keith Wilts

# December 2020

Date	Webinar	Time (CST)	Instructor
NEW 3	Ethical Challenges in Life and Health Insurance	12 PM - 3 PM	Ross Pearce
7	Contractual Liability ... Separating Fact from Fiction	12 PM - 3 PM	Keith Wilts
8	Personal Lines Checkup - What's New and What's Changed ... What it All Means	8 AM - 11 AM	Keith Wilts
8	Insurance Valuation Strategies	12 PM - 3 PM	Bryan Tilden
9	E&O: Commercial Liability Coverage Gaps and How to Fill Them	12 PM - 3 PM	Keith Wilts
10	Insuring Trusts - Protecting Your Client's Wishes	12 PM - 3 PM	Paul Burkett
14	Dispelling the Myths of Workers' Compensation	12 PM - 3 PM	Patrick Deem
15	Protecting Your Most Valuable Asset	8 AM - 11 AM	Ross Pearce
15	Ethical Dilemmas ... Making the Right Choices	12 PM - 3 PM	Ross Pearce
16	Personal Auto Hot Topics	8 AM - 11 AM	Keith Wilts
16	Condominiums	12 PM - 3 PM	Keith Wilts
17	Cyber Liability	8 AM - 11 AM	Paul Burkett
17	E&O: Roadmap to Homeowners Insurance	12 PM - 3 PM	Keith Wilts