

All you need to know about

Liability Insurance



Liability Insurance – One Day Course

Why this course

It is important that broking staff that advise on or sell Commercial Insurance can demonstrate knowledge and understanding of the products they sell. This is highlighted in the Insurance Distribution Directive which comes into force in October 2018. This says that staff must demonstrate knowledge of the terms and conditions of policies offered as part of the minimum 15 hours CPD requirement. This course will help in this area and will complement your Internal product knowledge training.

Objectives

At the end of this one-day course delegates will have a good knowledge and understanding of liability insurance, they will understand the market place and be able to explain the various policy types, including covers, benefits and exclusions. They will have increased confidence in selling this type of insurance and being able to explain the policy and terms to the customer.

Topics covered during the day

- Understand the liability insurance market and how business is transacted
- Understand the types of customers who need liability insurance and why?
- Understand the basic policy covers, features, benefits, limitations, exclusions, warranties etc.
- Professional Indemnity Insurance
- Product Liability
- Public Liability
- Employers Liability
- Liability cover as part of Household, Motor and commercial all risks policies
- It will also look at some important pieces of legislation and recent changes, for example the Consumer Insurance (Disclosure and Representations) Act 2012 and the Insurance Act 2015, plus the impact of Ogden, plus it will briefly look at the claims processes involved.

Who should attend?

- Sales staff /account executives and handlers
- Those who are new to the role
- Those who have not had any formal training in this area and are part of the distribution chain
- It is ideal to integrate as part of your induction training programme or to give as refresher training
- Enables you to evidence that staff have been trained

METHODS USED

Presentation, Discussion, Q&A

LOCATION AND TIMES

Date: 7th June 2018

Venue: 2nd Floor, Barlow House, Minshull Street,
Manchester M1 3DZ

Start time: 9.00am registration Course 9.30am – 4.00pm

THE COST

£199 plus vat (lunch and refreshments will be provided throughout the day) Please let us know in advance if you have any special dietary requirements)

TO BOOK OR FOR ENQUIRIES

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