



All you need to know about

Business Interruption

Business Interruption 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. 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 Business Interruption Insurance the Policy and extensions, how Underwriters arrive at the premiums and the claims process.

Topics covered during the day

- What costs and income are covered
- How to calculate a gross profit sum insured
- How to advise on setting the correct indemnity period
- Understand increased cost of working and additional increased cost of working
- For service sector clients how to advise them on Gross fees verses increased cost of working cover only, and how to go about setting a correct sum insured for ICW only
- Understand the difference between declaration linked and indemnity wordings in BI
- Understanding the main BI extensions
- Looking at how a BI claim works

Who should attend?

- Sales staff /account executives and handlers
- 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 as refresher training
- Those who want more confidence in dealing with BI

METHODS USED

Presentation, Discussion, Q&A

LOCATION AND TIMES

Date: 8th 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

Contact Deborah deborah@createsolutions.co.uk or
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