



MPG ACADEMY CE COURSE OFFERINGS

Course	Description	Credits
Builders Risk Underwriting	Attendees will focus on builders risk coverage including types of covered property from new construction to renovations. We'll explain at what point a renovation risk should be moved to a builders risk form and what the key coverage differences are between a builders risk form verse the traditional property form. Other topics that will be covered are risk selection, key hazards, endorsements & optional coverages.	3
E&O Case Study	This course will focus on real, practical lessons learned from actual E&O claims or incidents that were potential E&O issues. The format will be a series of case study scenarios with a review of one or more actual examples within each of the 8 scenarios. For each scenario the instructor will walk the class through what was the cause of the potential E&O action, what could have been done to avoid or provide a better defense and what process or procedure can the student identify, in their workflow, that needs to be changed to prevent a recurrence of this example.	3
Insuring Boats—Homeowners vs. Boat Policy	Attendees will learn when boats are eligible to be insured on the ISO homeowners policy and what the key differences in coverage offered are as compared to a traditional boat or yacht policy form. We'll discuss underwriting elements of both forms and reviews the traps and tricks to placing boat insurance including discussion of Jones Act coverage. Attendees will walk away with a cheat sheet guide that simplifies the eligibility requirements for placing a boat on the H.O. form.	3
Insuring Marinas, Boat Dealers & Yacht Clubs	This course will cover the basic exposures and coverages required to offer a comprehensive solution for a marina, boat dealer or yacht club. Upon completion the students will know how to properly classify GL exposures, what major perils exist for property coverage and a understanding of the basic marine coverages including of Marina Operators Legal Liability, Protection & Indemnity, Yacht Dealers Inventory and Piers, wharves and docks.	3
Risk Shifting Agreements in Marine Contracts	Attendees will examine types of risk shifting clauses typical in a contract between a boat owner and a boat/ship yard. We'll review exculpatory clauses such as Waivers of Liability, Waivers of Subrogation, Hold Harmless Clauses and the like and what impact they have on policy coverage. We'll also cover jurisdictional overview, underwriting options & unique coverage solutions.	3
Motor Truck Cargo Underwriting	This course will discuss definitions of certain transportation terms, covered property, risk selection & contract carriers. The key hazards (bankruptcy, theft, fire, collision & overturn), and endorsements will be addressed. Attendees will leave with a basic understanding of how to underwrite and place MTC risks.	3
Insuring the Affluent Personal Line	Attendees will learn how to identify, address, sell and service the unique needs of High Net Worth clientele. Market selection, risk mitigation, evaluation, excess liability & solutions will be examined.	3
The Maritime Employee with an Emphasis on Application of Jones Act Coverage	This course will review the various aspects of admiralty law that govern maritime employees and how to properly identify & insure them. The Jones Act and USL&H will be specifically covered and attendees will learn to identify when an insured and their employees may be considered eligible for benefits under these Acts. We'll also compare benefits for a maritime employee to those found under the typical worker's compensation policy.	3
Marine Underwriting, Loss Control & Claims	Attendees will review the coverages & specific loss control issues for Property/GL for Marina and boat yard coverages as well as Commercial GL, Commercial Auto, Inland Marine, Commercial Marine Package, Yacht Dealers Physical Loss & Damage as well as MOLL. The next module's focus will be specific to claims. Examples will be used to demonstrate types of claims, available defenses & coverages available.	3