











# Specialty Solutions: Business line presentations

Specialty Solutions offers brokers engaging and informative RIBO accredited presentations for the lines of business listed below. Contact your Specialty Business Development Manager today and arrange a session for your brokerage.

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	Course	What you will learn	Duration	RIBO Credits
	Specialty Solutions Overview	<ul style="list-style-type: none"> <li>• An introduction to the coverage available for each Specialty line of business</li> <li>• Target classes and examples of business written</li> <li>• Advantages to brokers and customers</li> </ul>	2 hours	2
	Cross Border Solution	<ul style="list-style-type: none"> <li>• Why cross border insurance is important</li> <li>• Cross Border Solution features and benefits</li> <li>• Coverage highlights</li> </ul>	1 hour	1
	Equipment Breakdown Insurance	<ul style="list-style-type: none"> <li>• An introduction to Equipment Breakdown coverage</li> <li>• Coverage scenarios and claims examples</li> <li>• Target classes</li> </ul>	2 hours	2
	Farm Insurance	<ul style="list-style-type: none"> <li>• Farm coverage overview</li> <li>• Farm operations and exposures</li> <li>• Appetite and underwriting considerations</li> </ul>	2 hours	2
	Management Liability (Directors and Officers Insurance)	<ul style="list-style-type: none"> <li>• Overview of D&amp;O products</li> <li>• Coverage highlights</li> <li>• Appetite and underwriting considerations</li> </ul>	1.5 hours	1.5
	Professional Liability (Errors & Omissions Insurance)	<ul style="list-style-type: none"> <li>• Overview of E&amp;O insurance</li> <li>• E&amp;O and claims</li> <li>• Appetite and underwriting considerations</li> </ul>	1.5 hours	1.5
	Crime Insurance	<ul style="list-style-type: none"> <li>• Why is crime insurance important?</li> <li>• Features and benefits</li> <li>• Claims examples</li> </ul>	2 hours	Pending
	Social Engineering Fraud	<ul style="list-style-type: none"> <li>• Overview of Social Engineering Fraud</li> <li>• Highlights include: management strategies, common mistakes, preventative measures and loss scenarios</li> </ul>	1 hour	Pending
	Non-standard Property (Niche)	<ul style="list-style-type: none"> <li>• Target classes and examples of exposures</li> <li>• Property and Liability coverages</li> <li>• Endorsements and exclusions</li> </ul>	1 hour	1
	Special Risk Commercial Auto Insurance	<ul style="list-style-type: none"> <li>• Coverage for specialty auto, long-haul trucking operations and specialty fleets</li> <li>• Appetite and underwriting considerations</li> </ul>	2 hours	2
	Information Technology Solutions	<ul style="list-style-type: none"> <li>• The importance of Technology Insurance</li> <li>• Coverage and expertise</li> <li>• Appetite and underwriting considerations</li> </ul>	1 hour	1