



Topic Descriptions

Thursday, October 24, 2024

John Immordino (Day 1)

8:00 AM – 12:00 PM

Section 1

Insurance for EPL, Cyber, and Professional Liability Exposures - Hot Topics and Trends

Employers face significant challenges navigating through current societal issues, which may include workplace bullying, transgender discrimination, gender biases, and social media practices. In this course, agents will learn how to identify these exposures and discuss the best way to coordinate EPL, Cyber Liability, and Professional Liability coverages with the standard CGL policy.

12:00 PM – 1:15 PM - Lunch – on your own

1:15 PM – 5:15 PM

Section 2

The Anatomy of a Ransom Attack

In 2019, there were 15 organized cyber-criminal groups. Today, there are over 100. With the development of Ransomware-as-a-Service (RaaS), anyone can become an extortionist. This 4-hour course is designed to increase the insurance professional's knowledge of cyber ransom attacks, the costs, and ways to protect against these attacks. After a brief history of ransomware development, the insurance professional will better understand the current exposures and ways to protect their clients and themselves. The insurance professional will examine how the attack happens and how the threat actor (TA) gets into the computer systems. They will discuss how TAs are using social engineering techniques to gain control of their computer networks and review the different stages of cyber extortion and its complexities. They will identify insuring agreements triggered in a cyber attack and discuss how to insure this rapidly growing exposure.

Friday, October 25, 2024

Lance Ewing (Day 2)

8:00 AM – 12:00 PM

Section 3

Emerging Risks in Changing Times

Preparing for new and emerging risks can be a full-time job for the insurance professional. Technology, nature, terrorism, artificial intelligence, human and economic developments are rapidly changing the risk landscape and the insurance environment. In this session, you will identify those emerging risks that could have a significant impact on your client's business, their agency or organization, or even their career. Using an interactive and breakout approach, you will learn how to prepare for what "will" happen rather than "what" happened.

12:00 PM – 1:15 PM - Lunch – on your own

1:15 PM – 5:15 PM

Section 4

Hospitality Risks - Are You Being Served

Hotels, casinos, restaurants, resorts, and other hospitality properties are susceptible to significant loss exposures. Participants will examine property risks including real and intangible property, owned and leased space, time shares, and joint ventures. They will discuss liability risks from guests, entertainers, general public, animals, dram shops, and food borne illness. They will identify employee risks. They will learn about the use of technology in the hospitality industry and the resulting exposures.