



Topic Descriptions

Tuesday, November 19, 2024

Frank Costa – Section 1

Allen Messer – Section 2

8:00 AM – 12:00 PM

Section 1

The Cannabis Industry

The cannabis industry is gradually moving toward mainstream acceptance and will continue to have a significant impact on the insurance industry. With that trend comes a new marketplace, new regulations, and a vast number of insurance questions and issues. After a review of the history of cannabis in the U.S., participants will discuss the legal and regulatory issues with legalization. They will discuss the pros and cons for legalization and the challenges surrounding legalization. They will identify the insurance risks in the cannabis industry. They will discuss the insurance coverage considerations with products liability, D&O liability, general liability, commercial property, commercial auto, employment practices liability, cyber liability, personal injury/media liability, and more. They will examine the challenges for insurers in the cannabis industry.

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

1:15 PM – 5:15 PM

Section 2

Liquor Liability Exposures and Coverages

Participants attending this session will be able to identify and analyze the liability exposures associated with the sale or gift of alcoholic beverages (including both common law and statutory law) from the perspective of social hosts, as well as licensees/permittees. They will review the Liquor Liability Coverage Form in depth, as well as endorsements that will further restrict or broaden coverage.

Wednesday, November 20, 2024

R. Bryan Tilden – Section 1

David Pagoumian – Section 2

Section 3

Arson and the Insurance Contract

Arson is a crime, yet it happens every day. This course will take participants on a journey through the arson investigation and a discussion on how a property policy may or may not respond.

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

1:15 PM – 5:15 PM

Section 4

The Art & Science of (Catastrophe) Property Placements

This 4-hour course provides insurance professionals with a better understanding of how technology is changing the evaluation and pricing of risk. Emphasis is placed on the art of risk calculation and loss stratification and how to effectively incorporate them into a well-planned placement effort that can guide underwriters to the optimal program structure and pricing. Using Lloyd's Realistic Disaster Scenarios (RDS), they will discuss industry loss level, exposure information, coverage specifications, program and alternate program structures, underwriting requirements, etc. They will examine how valuations are determined and looming exposures that can change them. They will better understand the reasons why insurance professionals must insure to the catastrophic loss exposure.