2020 Underwriting Boot Camp

October 26-29, 2020
Facilitated virtual learning
Underwriting Boot Camp

**WSIA** Underwriting Boot Camp is designed to establish an underwriting foundation in the wholesale, specialty and surplus lines through a combination of pre-reading resources and facilitated virtual learning for individuals new to surplus lines and/or interested in developing an underwriting skill set. This program will focus primarily on Property and General Liability lines of business. With virtual facilitation, discussion and thorough case studies, students will be a more effective technician at the end of the program.

**Strengthen Your Underwriting Foundation**

Attendees will acquire a broader and deeper knowledge of basic insurance coverages, enabling attendees to acquire an enhanced underwriting skillset to apply upon returning to the office. Expansion of insurance terminology vocabulary and strengthening an underwriting approach are key components of the program.

Instructors facilitate a complete underwriting overview and lead discussions on General Liability and Property insurance coverages and forms. The course will be case study centric, where the learning process is enhanced through classroom discussion, engagement and individual decision-making.

The 4-day program includes the following key topics:

- An Insurance Underwriting Overview
- Property Coverages, Underwriting and Case Studies
- General Liability Coverages, Underwriting and Case Studies

An additional feature of the program is the opportunity to network and strengthen relationships with peers and other industry professionals, which is an important part of being successful in the wholesale and specialty market.

**WHO should attend**

This program is designed for insurance professionals new to or with limited surplus lines underwriting exposure or experience. This course is also beneficial for underwriters with single-line experience who want to expand their knowledge on other lines of insurance. It’s also a great opportunity for brokers to strengthen their underwriting knowledge and become better industry partners.

**WHAT to expect**

Facilitated by Chris Behymer, Markel, and Chip Pecchio, RSUI, the 2020 program will be a virtual learning experience.

Upon completion of the course, you will:

- Understand coverage basics.
- Learn to read and review forms for GL and Property coverages.
- Understand and review a submission for completeness and accuracy.
- Be able to effectively contribute to the review and processing of submissions and applications.
WHEN & WHERE
October 26-29, 2020
Facilitated virtual learning led by Chris Behymer, Markel, and Chip Pecchio, RSUI

REGISTRATION & COST
- Tuition is $350 per participant.

“\textit{I am very new to the business. Many times I am working on things that have not been fully explained because no one has the time. I now have a better understanding of the reasons why certain things are important.}”

WSIA TECHNICAL & CAREER DEVELOPMENT

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| For single-line experience or employees in a technical role seeking to move into an underwriting role in the future.

Surplus Lines Management
For professionals transitioning into leading teams while still responsible for their own book of business.
Offered at Emory University's Goizueta School of Business in Atlanta, GA.

Excess & Surplus Lines
For professionals early in their careers to gain understanding of broker/carrier relationships and how surplus lines works in the marketplace.

Consultative Selling and Negotiations
For any surplus lines professional who transacts business and has relationships with clients.

Effective Coaching
For surplus lines professionals responsible for a team to receive customized coaching training.

Executive Leadership Summit
For E&S senior-level professionals developing and implementing strategic planning, leadership and management change.
Offered at University of Virginia's Darden School of Business in Washington, D.C. area.

WSIA University
Designed to improve technical underwriting competency and develop networking relationships with peers.

ALL LEVELS

INTRODUCTORY

INTERMEDIATE

EXPERIENCED

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