

E&O HAPPENS



The Most Important Issues in Homeowners Insurance From an Errors & Omissions Perspective

2023 Dates & Locations

Members-only events

Oct. 3 — Hybrid

Jefferson City

MAIA Headquarters,
3315 Emerald Ln., 573-893-4301

Online

GoToWebinar

Webinar instructions will be sent via email a few days before the event.

Oct. 4 — Springfield

Hilton Garden Inn
4155 S. Nature Center Way
417-875-8850

Oct. 5 — St. Louis

Embassy Suites St. Louis Airport
11237 Lone Eagle Dr.
314-739-8929

Class Schedule

8 - 8:30 am Registration

8:30 - 11:30 am E&O Class

11:30 am - 1 pm Agency
Compliance
Luncheon

E&O Seminar approved for 3 ethics CE credits in Mo. & Kan., Agency Compliance approved for 1 ethics CE credit in Mo. & Kan.

What you will learn

They are the everyday work of many agencies, and yet they are full of complexities and therefore pitfalls. What are "they"? Homeowners policies.

In this fast-paced three-hour seminar, we'll take a look at some of the most frequent, and difficult, problems of getting the homeowners coverage right. In each section, the emphasis is on preventing errors and omissions losses for producers. After a brief review of basic homeowner's policy structure, the seminar looks at various topics ranging from loss adjustment to residence employees to in-home businesses. The topic of who is a "resident" of the home is also discussed. In the final hour, the seminar examines the always vexing problem of vacancy as well as some of the liability issues homeowners can have. Join us, because whether you are a seasoned insurance

professional or new to the industry, there's something in this seminar for everyone.

Instructor



Rick Pitts, J.D.

Rick is vice president and general counsel to Arlington/Roe & Co., Inc., an insurance brokerage and managing general agent headquartered in Indianapolis. Rick also serves as general counsel to the Independent Insurance Agents of Indiana, Inc. He clerked for the Honorable Patrick D. Sullivan, a judge of the Indiana Court of Appeals in 1986-87. Rick is admitted to practice before Indiana state and federal courts, the United States Supreme Court and the United States Court of Appeals for the Seventh Circuit and is a member of local, state, and national bar associations. He has tried cases and participated in over 70 appeals.

Agency Compliance Luncheon

Get the answers to your most frequently asked questions from MAIA's CEO Matt Barton. He will cover new laws, regulations, and other industry developments — information you really need to know.

We have again included the annual Agency Compliance Luncheon with our E&O Seminars, so you can get all of the information in just one day, plus lunch! You can register for both or only the Agency Compliance Luncheon if you choose.

The Agency Compliance Luncheons are:

- ✓ Exclusively for MAIA members
- ✓ Beneficial for all agency staff

573-893-4301 | maia@moagent.org
www.moagent.org

Cont'd on back...

Agency Compliance Luncheon Cont'd

Topics to be discussed could include:

- ✓ FTC non-compete rule
- ✓ Cell phone use while driving
- ✓ MEM privatization
- ✓ Tort reform
- ✓ First responder PTSD
- ✓ Expansion of voluntary cancer benefits pool
- ✓ Second Injury Fund surcharge
- ✓ Partial deregulation of aircraft liability insurance
- ✓ Regulatory infrastructure for lender-placed insurance
- ✓ Financial responsibility law
- ✓ Additional auto warranty product regulation
- ✓ Collection of sales tax at time of vehicle purchase
- ✓ Litigation funding companies
- ✓ FIO repeal bill
- ✓ Exemption of premium finance companies from government data collection requirements
- ✓ California license number on consumer-directed emails
- ✓ House data privacy bill
- ✓ NFIP
- ✓ Main Street Tax Certainty Act
- ✓ Cannabis Safe Harbor
- ✓ DOL overtime rule

SEMINAR QUALIFIES FOR SWISS RE, ALLIANZ AND UTICA'S LOSS CONTROL CREDIT UNDER THE FOLLOWING CONDITIONS:

SWISS RE AND ALLIANZ:

Agency Staff Size	Required # Attendees	Position in Agency
1-4	1	Active agency principal*
5-11	3	At least 1 active agency principal*
12+	25% of staff with a max of 15 attendees	At least 1 active agency principal*

* "Active agency principal" includes: owners, partners and officers. Round up for part-time employees.

UTICA:

Agency Staff Size	Required # Attendees	Position in Agency
1-3	1	Principal/office manager or CSR.
4-10	2	Principal/office manager and 1 CSR.
11-20	3	Principal/office manager and 2 CSRs.
21+	-	20% of staff.

WHEN DO I NEED TO RENEW?
Every two years

EARN EXTRA CREDIT:

Swiss Re policyholders can earn an additional 5% credit by sending at least 50% of their staff.

Register online at www.moagent.org/Roadshows.

2023 E&O Seminar and/or Agency Compliance Luncheon Enrollment Form

Select date and location: Oct. 3, Hybrid | Jefferson City or Online Oct. 4, Springfield Oct. 5, St. Louis

Name _____ Nat'l Producer # _____ Date of Birth _____

Which best describes your role? Owner/Principal Agency Mgr. Producer Account Mgr. Customer Service Co. Rep.

Organization _____ E-mail _____

Address _____ City/State/Zip _____

Phone _____ Title _____

REGISTRATION - CHOOSE ONLY ONE <i>Available to MAIA members only.</i>	BOTH E&O Seminar and Agency Compliance Luncheon (included)	ONLY Agency Compliance Luncheon	Amount Enclosed
Early-Bird Registration (2 weeks prior to class date)	\$110	OR \$50	\$
Regular Registration	\$130	\$60	

METHOD OF PAYMENT: Check enclosed or MasterCard Visa American Express Discover

Card No: _____ Exp. Date: _____ Cardholder Signature: _____

Card Verification Code: _____ Billing Zip Code: _____

Please make checks payable to: Missouri Association of Insurance Agents, 3315 Emerald Lane, Jefferson City, Mo. 65109.

CANCELLATION POLICY:

You will not receive a refund or transfer credit if you do not notify MAIA before the start of the event. All cancels and transfers must be received in writing. Refunds: A 90% refund applies if cancelling more than two weeks prior to start of event; 75% refund if cancelling fewer than two weeks before the event. A \$15 transfer fee will be assessed on any one-day seminar transfer made within 2 weeks of the program. Transfers may only be made to another MAIA course. Student must indicate a transfer course within two weeks of cancellation or appropriate percentage of tuition will be refunded.

ACCOMMODATIONS:

We work hard to make our programs accessible to all. If you need accommodations, simply call MAIA at 573-893-4301 or email maia@moagent.org. Please notify us if you have any special dietary requirements.