

Outline for Continuing Education Class: "Cannabis Insurance 101 & 102"

- I. INTRO – EXPERTISE IN THE FIELD OF CANNABIS INSURANCE
- II. TERMINOLOGY
 - a. Define key terms used in the cannabis industry to enhance baseline understanding when discussed in the insurance realm.
- III. HISTORY OF CANNABIS LEGISLATION IN THE UNITED STATES
 - a. Explore the historical development of the cannabis industry.
 - b. Explain the impact of the 2018 Farm Bill on the cultivation and possession of hemp.
 - c. Insurance industry's interest.
- IV. STATE LAW
 - a. Discuss the legalization of cannabis in Missouri and its implications.
 - b. Overview of different legal license types in Missouri.
- V. THE RISK OF INNOVATION – MINOR NOVEL AND SYNTHETIC CANNABINOIDS
 - a. Discuss the risks associated with minor novel and synthetic cannabinoids.
 - b. Explain atomic isomers and their significance.
 - c. Explore the legal and regulatory considerations surrounding delta 8, 9, and 10 cannabinoids.
- VI. RISK MANAGEMENT FOR LEGAL BUSINESSES
 - a. Discuss the operations contemplated under each license type, including those that should be insured.
 - b. Address insurance and risk management strategies specific to the cannabis industry.
- VII. BANKING & FINANCE AND OTHER INSURANCE AGENCY CONCERNS
 - a. Highlight the challenges and considerations related to cannabis banking and insurance.
- VIII. MARIJUANA (CANNABIS INDICA OR CANNABIS SATIVA) VERSUS HEMP
 - a. Clarify the distinctions between marijuana and hemp, especially as those pertain to insurance.
 - b. Discuss the legal implications and regulatory variations for each.
- IX. CANNABIS AND THE BODY: RISK AND REWARD
 - a. Provide an overview of the human endocannabinoid system.
 - b. Explore the impact of cannabis on the brain, body, and legal aspects.

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- X. CANNABIS INSURANCE MARKETPLACE: COVERAGE EXPOSURES AND NUANCES
 - a. Discuss insurance coverage considerations for cannabis businesses.
 - b. Focus on property coverage, including protective safeguard endorsements and vault/safe warranties.
 - c. Address coverage for risks such as riots, civil unrest, and fire losses.
- XI. CLAIMS, LITIGATION, AND LOSS OF USE
 - a. Explore common claims, litigation issues, and loss of use scenarios in the cannabis industry, and how each relate to insurance coverage.
- XII. SESSION WRAP UP
 - a. Recap key points covered during the session.
 - b. Allow for any final questions or discussions.