

Attend CPCU Society Workshops in Glen Allen, Virginia!

Presented by the CPCU Society and the Richmond Chapter . . .

Contractual Risk Transfer:

Nuts & Bolts

Registration: 7:30–8 a.m. • Workshop: 8–11:35 a.m.

Register Now!

Arson and the Insurance Contract

Registration: 12:30–1 p.m. • Workshop: 1–4:35 p.m.

Register Now!

Attending both workshops

Register Now!

Filed for CE Credits

When

Wednesday, February 8, 2012

Where

Markel Corporation
4521 Highwoods Parkway
Glen Allen, VA 23060
Style B

Cost

CPCU Society members: \$99 for one workshop and \$149 for both workshops
Non-members: \$109 for one workshop and \$159 for both workshops

Attendees will receive workshop materials and continental breakfast.

Register Today!

Register online, or mail or fax the completed [registration form](#) to the CPCU Society.

Cancellation Policy

If your cancellation is not received more than 2 weeks prior to the workshop, you will be charged a \$25 per workshop cancellation fee.

Filed for CE Credits

Contractual Risk Transfer: *Nuts & Bolts* is filed for four (4) CE Credits in the states of Virginia and Texas.

Arson and the Insurance Contract is approved for four (4) CE Credits in the state of Texas and filed for four (4) CE Credits in the state of Virginia.

The programs may be rejected and no credit given. Please call (800) 932-CPCU (2728), ext. 2767 for updated information on this program.

Please forward this message to your coworkers and colleagues so that they can take advantage of this exciting opportunity to attend CPCU Society workshops.

Continuing Professional Development Program for CPCUs

CPCUs will be awarded four (4) continuing professional development (CPD) points for each workshop.

Contractual Risk Transfer: *Nuts & Bolts*

Registration: 7:30–8 a.m.

Workshop: 8–11:35 a.m.

This workshop—updated to reflect the latest Commercial General Liability policy and Additional Insured endorsements—covers a subject with important legal ramifications. It has been designed by experienced insurance and risk management professionals for insurance and risk management practitioners. Contractual risk transfer—a subject that for many years has been both controversial and fluid—can be handled with or without insurance.

This workshop will explore all that is positive or potentially negative about the concept and practice known as contractual risk transfer.

At the conclusion of this workshop, the attentive learner will be able to:

- Understand “contractual risk transfer” as a non-insurance and an insurance technique.
- Understand why statutory limitations apply to contractual risk transfer, and why there are exceptions.
- Distinguish among various categories of indemnity agreements, and understand why some may be void and unenforceable.
- Identify potential defenses to indemnity.
- Understand the mechanics of third party over actions.
- Identify potential problems when working on specifications calling for contractual liability insurance.
- Avoid potential problems when arranging both contractual liability and additional insured status.
- Assess the coverage grant of CGL policies in providing contractual liability coverage, and identify pitfalls associated with this coverage.
- Understand the scope of protection; and the difference between the rights of an indemnitee under a CGL policy versus an indemnitee who also is an additional insured.

Arson and the Insurance Contract

Registration: 12:30–1 p.m.

Workshop: 1–4:35 p.m.

Designed for agents and adjusters, this course begins by discussing building construction and natural fire spread. From there, the profile of an arsonist is developed. With slides from various fire investigations, the learner experiences what it is like to be on the “inside” of a cause and origin investigation. The interaction of the insurance contract is developed and important policy defenses are discussed.

Course Objectives

- Understand the direct and indirect impact of the crime of arson.
- Review building construction in relation to rates and fire spread.
- Understand how the valuation of property reduces arson claims.
- Understand how the declarations of an insured impacts the insurance contract.
- Identify the policy provisions that effect the potential arson claim.
- Review the changes in coverage for innocent co insureds.
- Understand the application of bad faith penalties.
- Profile the most common methods used by arsonists.

Instructor for Workshops

R. Bryan Tilden, CIC, CPCU, CLU, ARM, ALCM, ChFC, SCLA, is a lecturer and expert

witness in the field of insurance. Prior to starting Tilden and Associates, he was the director of technical affairs and director of education for the Independent Insurance Agents of North Carolina (IIANC). He entered the insurance business in 1974 as an account executive, and worked for major brokerage firms on Fortune 100 accounts throughout the USA. He specialized in large retention programs, utilizing the international insurance marketplace. Tilden has been active in insurance education as a grading panel member for the Insurance Institute of America and the American Institute for Chartered Property Casualty Underwriters. He has taught in every state in the US, and also teaches in Europe. He has served on the education and technical committees for the IIANC and worked with the State of North Carolina on pre-licensing and continuing education. In 1988, IIANC presented him with the Ernest F. Young Education Award, and in 1989 Agent of the Year. He has taught in schools for both the PIA and IIA, been a speaker at RIMS and CPCU meetings, and has spoken at various conventions. He is a national faculty member for the Society of Certified Insurance Counselors. An active volunteer in the fire and rescue services, Tilden is an internationally certified technical rescue instructor. He is a member of the International Association of Arson Investigators along with their North Carolina Chapter, and teaches arson investigation courses.

The views and opinions of the speaker are his own and not necessarily shared by the officers, members, or staff of the CPCU Society.

To Learn More

The CPCU Society educational program is designed for insurance industry professionals looking to advance their careers or take on leadership roles within their organizations. Both CPCU Society members and nonmembers are invited to attend sessions. For further information on these workshops, contact the CPCU Society's Member Resource Center at (800) 932-CPCU (2728), option 4, or send an [email](#).

On-Site Education

For information on how to bring CPCU Society workshops directly to your organization, please contact [Mark Dolinski](#), at (800) 932-CPCU, ext. 2748.

Questions?

Contact the CPCU Society's Member Resource Center at (800) 932-CPCU (2728), option 4, or send an [email](#).