



October 7-10, 2024 Scottsdale, AZ

2024 **Underwriting Boot Camp**



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 online (Surplus Lines Fundamentals) and in-class courses 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 classroom 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 3.5 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.

WHAT to expect

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 7-10, 2024

Scottsdale Plaza Resort

7200 N Scottsdale Rd

Scottsdale, AZ 85253

REGISTRATION & COST

- Tuition is \$975 per participant.
- Hotel accommodations are the responsibility of the participant. Please visit the program website here for area hotel recommendations.

"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

Surplus Lines Fundamentals

For professionals seeking an introduction to the **E&S** industry

ONLINE COURSE

Excess &

Surplus Lines

the marketplace

For professionals early

in their careers to gain

Underwriting **Boot Camp**

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

Marcus Payne **Advanced E&S**

For E&S professionals with 5-15 years of insurance experience to strengthen their surplus lines knowledge

Surplus Lines Management

For professionals transitioning into leading teams while still responsible for their own book of business

Offered with Emory University Goizueta School of Business

WSIA University

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

EARLY-CAREER INTERMEDIATE EXPERIENCED

Collaborative Selling and Negotiations

For any surplus lines professional who understanding of broker/ transacts business and carrier relationships and has relationships with how surplus lines works in clients

Leader as Coach

For anyone in a leadership role or transitioning to a leadership role

Executive Leadership Summit

For senior-level professionals developing and implementing strategic planning, leadership and change

Offered with University of Virginia Darden School of Business

ALL LEVELS

Product Liability and Product Recall

For E&S professionals who want to strengthen underwriting expertise in product liability and product recall



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wsia.org