



ELC PROFESSIONAL DEVELOPMENT

Emerging Leaders In-Person Series

- ✓ **Avoiding Claims Handling, E&O Claims**
(3CE and SwissRe policy credit)
Presented by Paul W. Burkett, JD, CPCU, CIC, CRM, ARM, ALCM
- ✓ **Communicate with Confidence**
Professional Development - no CE applicable)
Presented by Brooke Liu, Senior Vice President, MarshBerry
- ✓ **Coverage Essentials: Business Income**
(3CE and SwissRe policy credit)
Presented by Paul W. Burkett, JD, CPCU, CIC, CRM, ARM, ALCM
- ✓ **Surety Underwriting for Small Contractors**
(6 hrs Continuing Education)
Presented by Somers Goodman, Insurors Indemnity Companies

SIGN UP TODAY ➡

all classes are in-person and available individually or bundled



EMERGING LEADERS

AVOIDING CLAIMS HANDLING E&O CLAIMS

The insurance contract states the terms of the promise for covered claims, and we will discuss the Claims Environment today for agents/brokers.
(3 CE and SwissRe policy credit)

Agency Best Claims Process ✓

Insurance Company Claims Process ✓

Unfair Claims ✓

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11/06/25 - Las Vegas

11/19/25 - Reno

Instructor:
Paul W. Burkett, JD, CPCU, CIC, CRM, ARM, ALCM



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COMMUNICATE WITH CONFIDENCE

Stand out in your field and increase your opportunities with a strong image.
(Professional Development)

- ✓ Industry Benchmarks
- ✓ Develop your Personal Brand
- ✓ Conflict Resolution

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01/21/25 Las Vegas
01/22/25 Reno

Instructor:
Brooke Liu, Senior Vice President, MarshBerry



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COVERAGE ESSENTIALS: BUSINESS INCOME

More Important and Much Simpler Than
Agents Believe. A Risk Management Primer.
(3 CE and SwissRe policy credit)

- Business Income Insuring Agreement ✓
- Key Concepts in Business Income Insurance ✓
- Calculating the Period of Restoration ✓
- Extended Business Income ✓
- Dependent Property Coverage ✓
- Endorsements ✓

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03/12/26 - Las Vegas

03/03/26 - Reno

Instructor:
Paul W. Burkett, JD, CPCU, CIC, CRM, ARM, ALCM



EMERGING LEADERS



UNDERWRITING FOR SMALL CONTRACTORS FOR SURETY

The most common contract bonds and the risks and parties involved. What relationships are important in obtaining surety credit and much more. (6CE)

- ✓ Statement of Cash Flows
- ✓ Bid Tab/Bid Spread
- ✓ Contractor's Personal Credit & Financials
- ✓ Recognizing Risks to Surety
- ✓ Mitigating Risk- tools

[SIGN UP TODAY](#) 

05/06/25 - Las Vegas - lunch included

05/05/26 - Reno - lunch included



Instructor:
Somers Goodman, Vice President - Surety Underwriting, Insurors Indemnity



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