



# BIG I NEW HAMPSHIRE

## Education Calendar

# 2022

Thru December!

### BIG I NH EDUCATION COMMITTEE

Leo Paquin – Chairman of the Board  
A. W. Frost Agency

[lpquin@davistowle.com](mailto:lpquin@davistowle.com)

Heather Clement, Chairperson  
Chalmers Insurance Group  
[hclement@chalmersinsurancegroup.com](mailto:hclement@chalmersinsurancegroup.com)

Wendy Bagley, AAI, CPIW  
Optisure Risk Partners  
[Wendy.bagley@optisure.com](mailto:Wendy.bagley@optisure.com)

Sarah Dickinson  
Plymouth Rock  
[sdickinson@plymouthrock.com](mailto:sdickinson@plymouthrock.com)

Christopher French  
Vermont Mutual  
[cfrench@vermontmutual.com](mailto:cfrench@vermontmutual.com)

Kendra Cote  
CGI Business Insurance  
[kcote@cgibusinessinsurance.com](mailto:kcote@cgibusinessinsurance.com)

Lynn Marcou  
SAN Group  
[lynnm@sangroup.com](mailto:lynnm@sangroup.com)

David Collins  
SAN Group  
[davidc@sangroup.com](mailto:davidc@sangroup.com)

Debra Mochi, CPCU  
The Richards Group  
[dmochi@therichardsgrp.com](mailto:dmochi@therichardsgrp.com)

Cara Scala, ACSR, AAI  
Big I NH –Staff liaison  
[cara@biginh.com](mailto:cara@biginh.com)

*All classes are held at*

*BIG I NH Headquarters, **6 Garvins Falls Road**, Concord, NH.  
Classes are taught by Judy Durst, Director of Education, unless  
otherwise indicated.*

### A few things to keep in mind....

Classes are available in-person and virtually.

Lunch is on your own.

Several ways to register:

- Print the universal registration form found on the next page, complete it and either fax or email to Judy Durst at (603) 224-0550 or [judy@biginh.com](mailto:judy@biginh.com)
- Call our office to register
- Register on-line through our website ([www.biginh.com](http://www.biginh.com))

Please dress comfortably and bring a sweater

A \$25 fee will be charged for cancellations received prior to the Friday immediately before the class. **NO REFUNDS AFTER THE FRIDAY IMMEDIATELY BEFORE THE WEEK OF THE CLASS – NO EXCEPTIONS.**

We invite all registrants to advise us of any disability and any requests for accommodation to that disability. Your request should be submitted to us at least two weeks prior to the program

Have an idea for a class? Let us know! Contact Judy or education committee members!

Other Education options include: Self Study courses, One hour webinars (live and recorded), or our education department can come to you!

E & O webinars (live and recorded)

**OUR OWN COMMERCIAL INSURANCE ADVANCED STUDIES DESIGNATION!**

**NEW!! PERSONAL LINES INSURANCE ADVANCED STUDIES DESIGNATION!**

If you have any questions, please contact

Judy Durst, Director of Education

603-224-3965 or [judy@biginh.com](mailto:judy@biginh.com)

**ACSR Program – 2022 Class Listing – Revised on 11/16/21****Classes will be available virtually and in our classroom.**

<b>Course Name</b>	<b>Date</b>
ACSR 1 – Homeowners 2011	April 19, 2022
ACSR 2 – Personal Automobile	May 24, 2022
ACSR 3 – Personal Lines Related Coverages	June 28, 2022
ACSR 4 – Errors & Omissions	February 24, 2022
ACSR 5 – Professional Development	March 8, 2022
ACSR 6 – Commercial Property	September 8, 2022
ACSR 7 – Commercial General Liability	October 13, 2022
ACSR 8 – Commercial Auto and Garage	November 8, 2022
ACSR 9 – Commercial Lines Related Coverages	December 13, 2022

**AAI Program – 2022 Class Listing****Classes will be available virtually and in our classroom.**

<b>Course Name</b>	<b>Date</b>
AAI 81A – Principles of Insurance	January 27, 2022
AAI 81B – Personal Insurance	February 17, 2022
AAI 81C – Commercial Property Insurance	March 29, 2022
AAI 82A – Commercial Liability Insurance	May 19, 2022
AAI 82B – Other Commercial Insurance	June 15, 2022
AAI 82C – Specialized Insurance and Bonds	August 11, 2022
AAI 83A – Principles of Agency Management	September 1, 2022
<b>AAI 81B – Personal Insurance</b>	<b>September 12, 2022</b>
<b>AAI 81C – Commercial Property Insurance</b>	<b>October 6, 2022</b>
AAI 83B – The Insurance Product Environment	October 25, 2022
<b>AAI 82A – Commercial Liability Insurance</b>	<b>November 9, 2022</b>
AAI 83C – Agency Management Tools & Processes	November 17, 2022
<b>AAI 82B – Other Commercial Insurance</b>	<b>December 6, 2022</b>
<b>AAI 81A – Principles of Insurance</b>	<b>December 8, 2022</b>

The AAI program is changing on January 1, 2023. The above classes will be retired. Please see classes that have been added in the event you want to complete your designation before 12/31/22.

For more information, please call Judy Durst @ 603-224-3965 or email her at [judy@BigINH.com](mailto:judy@BigINH.com).

**BIG I New Hampshire, 6 Garvins Falls Road, Concord, NH 03301**

<b>E &amp; O Classes during 2022</b> Classes will be available virtually and in our classroom		
Course Name	Duration	Date
E & O Roadmap – Commercial Liability (CGL) Coverage Gaps & How to Fill them – Part 1*	3 hours	January 20, 2022 AM Session
E & O Roadmap – Commercial Liability (BAP, UM, WC) Coverage Gaps & How to Fill them – Part 2*	3 hours	January 20, 2022 PM Session
E & O Roadmap to HO Insurance – Part 1 *	3 hours	January 26, 2022 PM Session
E & O Roadmap to HO Insurance – Part 2 *	3 hours	February 23, 2022 PM Session
E & O Roadmap to Cyber & Privacy Insurance – Part 1**	3 hours	March 10, 2022 AM Session
E & O Roadmap to Cyber & Privacy Insurance – Part 2**	3 hours	March 10, 2022 PM Session
E & O Roadmap to Personal Auto and Umbrella Insurance – Part 1*	3 hours	April 27, 2022 PM Session
E & O Roadmap to Personal Auto & Umbrella Insurance – Part 2*	3 hours	May 25, 2022 PM Session
E & O Roadmap to Homeowners Endorsements & Inland Marine – Part 1*	3 hours	July 27, 2022 PM Session
E & O Roadmap to Homeowners Endorsements & Inland Marine – Part 2*	3 hours	August 24, 2022 PM Session
E & O Roadmap to Policy Analysis – Part 1* & **	3 hours	October 26, 2022 PM Session
E & O Roadmap – Commercial Property Gaps & How to Fill Them – Part 1**	3 hours	October 27, 2022 AM Session
E & O Roadmap – Commercial Property Gaps & How to Fill them – Part 2**	3 hours	October 27, 2022 PM Session
E & O Roadmap to Policy Analysis – Part 2* & **	3 hours	November 30, 2022 PM Session

The above courses will satisfy Swiss Re’s risk management credit requirements. See Cara Scala for more details.

*The above classes also can be taken to qualify for our new designations, Commercial Insurance Advanced Studies (CIAS)\* and Personal Lines Insurance Advanced Studies (PLIAS)\*\**

<b>Super CE Saturday 2022</b>			
January 29, 2022 (Virtual only)	April 30, 2022 (Virtual & In-Person)	June 18, 2022 (Virtual only)	October 29, 2022 (Virtual & In-Person)

For more information, please call Judy Durst @ 603-224-3965 or email her at [judy@BigINH.com](mailto:judy@BigINH.com).

**Big I New Hampshire, 6 Garvins Falls Road, Concord, NH 03301**

**P & C Pre-licensing Review Courses During 2022****Classes will be available virtually and in our classroom.**

Date (Class is a 4-day program plus additional day for review)
January 10, 11, 12, 13 and Optional Virtual Review on January 14, 2022
March 21, 22, 23, 24 and Optional Virtual Review on March 25, 2022
May 9, 10, 11, 12 and Optional Virtual Review on May 13, 2022
August 15, 16, 17, 18 and Optional Virtual Review on August 19, 2022
October 17, 18, 19, 20 and Optional Virtual Review on October 21, 2022

**Life, Accident, & Health Pre-licensing Review Courses During 2022****Classes will be available virtually and in our classroom.**

Date (Class is a 3-day program)
February 7, 8 & 9, 2022
June 21, 22 & 23, 2022
November 14, 15 & 16, 2022

**Professional Development Days**

April 5, 2022 – Virtually only

April 7, 2022 – Virtually only

***April 12, 2022 – Virtual and In-Person at SNHU Hospitality Center***Insurcomm Sponsored classes at their facility in Portsmouth  
(register directly with Insurcomm)

Course	Date
All You Ever Wanted to Know About Condos	March 4, 2022
Ethics	<b>March 18, 2022</b>
Claim Handling 101	April 1, 2022
A Plethora of Personal Lines	<b>April 22 2022</b>
New Exposures Facing Businesses Today	May 6, 2022
Ethics in Insurance – Not an Oxymoron	June 3, 2022
Common Personal Lines Endorsements	July 15, 2022
Certificates of Insurance or How I Got a Job in the Prison Laundry	August 5, 2022
Personal Lines Issues	September 9, 2022
What NH, ME & VT Laws Say	October 7, 2022
Personal Auto Issues	November 4, 2022
Ordinance or Law and Other Mysteries	December 2, 2022

For more information, please call Judy Durst @ 603-224-3965 or email her at [judy@BigINH.com](mailto:judy@BigINH.com).**Big I New Hampshire, 6 Garvins Falls Road, Concord, NH 03301**



# Education Calendar 2022

January 2022			
<p>1/5/2022 - Noon - 1 pm Member cost: \$18 Non-Member cost: \$30</p>	<p>LIVE Webinar! <b>We're Moving on Up! HO-3 VS HO-5</b> 1 Prod CE in NH applied for Course # TBD</p>	<p>This one hour program will review the differences between the HO-3 and the HO-5. Recommending the HO-3 to their customers and the HO-5 (which provides much broader coverage) .</p>	<p>Live Webinar</p>
<p>1/10 through 1/14/2022 9 am - 4 pm daily Member cost: \$265 (before 12/23/21) Member cost: \$290 (after 12/23) Non-Member cost: \$415</p>	<p><b>P &amp; C Pre-licensing Review Class with Optional Virtual Review</b> NO CE credits are allowed for this class</p>	<p>4-day class to prepare for the P&amp;C Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class. An optional half-day review session is available on day 5.</p>	<p>Big I NH Classroom or Virtual</p>
<p>1/19/2022 - Noon - 1 pm Member cost: \$18 Non-Member cost: \$30</p>	<p>LIVE Webinar! <b>You Want What? Certificates of Insurance</b> 1 Prod CE in NH applied for Course # TBD</p>	<p>This webinar will review the certificate of insurance from the standpoint of a new employee. What information is okay to include on the certificate? A review of additional insureds and cancellation provisions will also be included.</p>	<p>Live Webinar</p>
<p>1/20/2022 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83</p>	<p><b>E &amp; O Roadmap to CGL Coverage Gaps and How to Fill Them</b> 3 CE approved for Producers in NH &amp; ME and Multi-Line Adjusters in NH Course # 483301 NH Prod; #483601 NH MLA; # 25470 ME Prod</p>	<p>This course is designed to help insurance producers recognize &amp; help correct the gaps that can occur in General Liability policies. It also includes information on an insurance professional's legal duties. This three hour class is jam packed with information you can use on a daily basis.</p>	<p>Big I NH Classroom or Virtual</p>

<p>1/20/2022 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83</p>	<p><b>E &amp; O Roadmap to BAP, Umb &amp; WC Coverage Gaps and How to Fill Them</b> 3 CE Approved for Producers in NH &amp; ME and Multi-Line Adjusters in NH Course # 483302 NH Prod; #483602 NH MLA; # 25471 ME</p>	<p>This course is designed to help insurance producers recognize &amp; help correct the gaps that can occur in Commercial Auto, Workers Compensation and Excess/Umbrella policies. It also includes information on an insurance professional's legal duties. This three hour class is jam packed with information you can use on a daily basis.</p>	<p>Big I NH Classroom or Virtual</p>
<p>1/26/2022 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83</p>	<p><b>More What NH, VT &amp; ME Laws Say</b> 3 Ethics Approved CE for Producers in NH, ME &amp; VT and 3 Ethics approved CE for Multi-Line Adjusters in NH Course # 480449 NH Prod; # 481968 NH MLA; #29914 VT Prod; # 23889 ME Prod</p>	<p>This is an updated and expanded version of the very popular "What Does New Hampshire Law Say?" We'll review some of the laws that affect your insureds the most, and compare how they are handled in each state. Compliance with state &amp; federal laws and regulations is an approved topic to meet your Ethics continuing education requirement.</p>	<p>Big I NH Classroom or Virtual</p>
<p>1/26/2022 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83</p>	<p><b>E &amp; O Roadmap to Homeowners (PLIAS) Part 1 - The Beginning</b> 3 NH Producer CE Applied for <b>PLIAS = Personal Lines Insurance Advanced Studies Designation</b> Course # TBD</p>	<p>This is the first 3 hours of a 6 hour class. The purpose of this course is to take a deep dive into the ISO HO forms to see how coverage applies for home owners in today's marketplace. We'll look at the importance of eligibility requirements and proper wording of the named insured, as well as valuation and knowing how the policy responds to loss in differing situations. We will also look at alternative policy language and how it is used to modify coverage to fit the insurers' varying risk appetites. (Second half is offered in February.)</p>	<p>Big I NH Classroom or Virtual</p>
<p>1/27/2022 - 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333</p>	<p><b>AAI 81 A - Principles of Agency Management</b> 6 CE Approved for Producers NH, VT &amp; ME and 6 CE Approved for Multi Line Adjuster in NH. Course # 19496 NH Prod; # 19497 NH MLA; #27796 VT Prod; #24348 ME Prod</p>	<p>This full-day course reviews insurance and the legal system, risk management and the producer, and sales and account development.</p>	<p>Big I NH Classroom or Virtual</p>

<p>1/29/2022 - 9 am - 4 pm  Member cost: \$308 (before 1/7/22)  Member cost: \$333 (after 1/7/22)  Non-Member cost: \$433</p>	<p><b>SUPER CE SATURDAY!</b>  32 Producer CE <b><u>in NH only</u></b>  26 Multi-Line Adjuster CE in NH  Both include 3 hours of Ethics approved courses  Course # 20222 &amp; 24593 NH Prod;  #20223 &amp; 16404 NH MLA</p>	<p>Unique opportunity for NH licensed individuals (Producer as well as Multi-Line Adjuster) to obtain all the CE they will need to renew their license in one day.  <b>Only approved in the State of NH</b>  Topics include Underwriting Basics and Legal Concepts and Doctrines</p>	<p>Virtual only</p>
---	---	--	---------------------



February 2022			
2/2/2022 - Noon - 1 pm Member cost: \$18 Non-Member cost: \$30	LIVE Webinar! <b>I'm NOT covered? Explaining the PAP Exclusions to my Insured</b> 1 Producer CE applied for in NH Course # TBD	One hour webinar that will review the exclusions found in the Personal Auto Policy with real life examples you can tell your insured!	Virtual only
2/7-9, 2022 9 am to 4 pm daily Member cost: \$290 Non-Member cost: \$415	<b>Life, Accident &amp; Health Pre-Licensing Review Class with Jill Gidge</b> NO CE credits are allowed for this class	3-day class to prepare for the Life, Accident & Health Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class.	Big I NH Classroom or Virtual
2/10/2022 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83	<b>Businessowners (BOP) Coverage - CIAS Topic of the Month</b> Approved for 3 Producer CE in NH only <b>CIAS = Commercial Insurance Advanced Studies Designation</b> Course # 484055 NH Prod	This three-hour program will review the ISO Businessowners Coverage form in detail. It will also include a review of eligibility and endorsements that are available to be added to the coverage form.	Big I NH Classroom or Virtual
2/16/2022 - Noon - 1 pm Member cost: \$18 Non-Member cost: \$30	<b>"Am I a Truck?" Reviewing Special Auto Exposures</b> 1 NH Producer CE applied for Course # TBD	This webinar is designed to give you an overview of the exposures of various trucking exposures. When does your insured need permission to haul, or USDOT filing? We'll also review the myths about the MCS 90 endorsement.	Virtual only
2/17/2022 - 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333	<b>AAI 81 B - Personal Lines</b> Approved for 6 Producer CE in NH, ME & VT; Approved for 6 Multi-Line Adjuster CE in NH Course # 19515 NH Prod; #19516 NH MLA; #27797 VT Prod; #24349 ME Prod	This full day course provides an in-depth review of the Homeowners and Personal Auto policies, as well as other personal lines and personal financial planning topics.	Big I NH Classroom or Virtual

<p>2/23/2022 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83</p>	<p><b>Ethics in Action</b> Approved for 3 Ethics CE for Producers in NH, ME &amp; VT; Approved for 3 Ethics CE for Multi-Line Adjusters in NH Course # 480444 NH Prod; #485438 NH MLA; #29241 VT Prod; #23884 ME Prod</p>	<p>This program will review how we use ethical decision making in our everyday lives. Lots of examples and case studies will be reviewed with the group.</p>	<p>Big I NH Classroom or Virtual</p>
<p>2/23/2022 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83</p>	<p><b>E &amp; O Roadmap to Homeowners (PLIAS) Part 1 - The Rest of the Story</b> 3 NH Producer CE Applied for <b>PLIAS = Personal Lines Insurance Advanced Studies Designation</b> Course # TBD</p>	<p>This is the second 3 hours of a 6 hour class. The purpose of this course is to take a deep dive into the ISO HO forms to see how coverage applies for home owners in today's marketplace. We'll look at the importance of eligibility requirements and proper wording of the named insured, as well as valuation and knowing how the policy responds to loss in differing situations. We will also look at alternative policy language and how it is used to modify coverage to fit the insurers' varying risk appetites.</p>	<p>Big I NH Classroom or Virtual</p>
<p>2/24/2022 - 9 am - 4 pm Member cost: \$177 Non-Member cost: \$232</p>	<p><b>ACSR 4 - E &amp; O Loss Control</b> 7 Producer CE approved for NH &amp; VT; 6 Producer CE approved for ME Course # 10630 NH Prod; #26505 VT Prod; 17307 ME Prod</p>	<p>One of the two core classes to attain your ACSR designation. This class includes a review of Agents Errors &amp; Omissions exposures and includes tips to assist in setting up a defense in advance.</p>	<p>Big I NH Classroom or Virtual</p>

March 2022			
3/2/2022 - Noon - 1 pm Member cost: \$18 Non-Member cost: \$30	LIVE Webinar! <b>Repair or Sales - We Do It All! Repair Garages selling Autos</b> 1 Producer CE applied for in NH Course # TBD	A review of the coverages your insured should be reviewing with insureds who both repair and sell vehicles. Are there any gaps in their coverage you can fill?	Virtual only
3/4/2022 - 9 am - Noon \$25 includes lunch Register with Insurcomm	<b>All You Ever Wanted to Know About Condos</b> 3 Producer CE Approved in NH & ME 3 Multi-Line Adjuster CE Approved in NH Course # 483197 NH Prod; #483198 NH MLA; #25210 ME Prod	This class focuses on both personal and commercial condos, including: the definition of a condo, form and endorsement review, flood issues, sample documentation, a case study and E & O issues unique to condo exposures.	Insurcomm Portsmouth
3/8/2022 - 9 am - 4 pm Member cost: \$177 Non-Member cost: \$232	<b>ACSR 5 - Professional Development</b> 7 Producer CE Approved in NH & VT; 6 Producer CE Approved in ME Course # 468458 NH Prod; # 26506 VT Prod; # 17304 ME Prod	This full day program will review customer service and its impact, professional image and office image, professional communication, account management, and company relations. This one of my favorite classes!	Big I NH Classroom or Virtual
3/16/2022 - Noon - 1 pm Member cost: \$18 Non-Member cost: \$30	<b>"Insuring the Good Stuff" - HO endorsement or PAF policy?</b> 1 Producer CE applied for in NH Course # TBD	This live webinar reviews how to cover items that are not properly covered without an endorsement to the HO or a separate PAF policy.	Virtual only
3/17/2022 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83	<b>E &amp; O Roadmap to Cyber Liability &amp; Privacy Insurance - Part 1</b> 3 Producer CE Approved in NH Course # 6000066567 NH Prod	This is part one (3 hours) of a 6 hour class on Cyber Liability and Privacy Insurance and how it impacts E & O insurance. This course will include a review of the issues surrounding Cyber & Privacy	Big I NH Classroom or Virtual
3/17/2022 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83	<b>E &amp; O Roadmap to Cyber Liability &amp; Privacy Insurance - Part 2</b> 3 Producer CE Approved in NH Course # 6000066568 NH Prod	This is the second part (3 hours) of a 6 hour class on Cyber Liability and Privacy Insurance and how it impacts E & O insurance. This course will quickly review Part 1 and then delve into the various insurance policies available to cover these exposures.	Big I NH Classroom or Virtual

<p>3/18/2022 - 9 am - Noon \$25 includes lunch Register with Insurcomm</p>	<p><b>Ethics</b> 3 Ethics Approved CE for Producers in NH, VT &amp; ME and 3 Ethics Approved CE for Multi-Line Adjusters in NH Course # 468273 NH Prod; # 468274 NH MLA; Course # 22188 VT Prod; Course #14306 ME Prod</p>	<p>This three hour class will provide the student with the basics of Ethics. The topics discussed will include: ethics and the insurance industry, ethics and the law, the Unfair Trade Practices Act, ethics and the insurance producer, and ethics and the insurance company. The final portion of the class will include a “check-up” of our own ethical conduct.</p>	<p>Insurcomm Portsmouth</p>
<p>3/21 through 3/25/2022 9 am - 4 pm daily Member cost: \$265 (before 3/4/22) Member cost: \$290 (after 3/4/22) Non-Member cost: \$415</p>	<p><b>P &amp; C Pre-licensing Review Class with Optional Virtual Review</b> NO CE credits are allowed for this class</p>	<p>4-day class to prepare for the P&amp;C Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent o you when you register. It is recommended that you read the book prior to the start of the class. There is a fifth day that is a half-day virtual review session and is optional.</p>	<p>Big I NH Classroom or Virtual</p>
<p>3/29/2022 - 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333</p>	<p><b>AAI 81 C - Commercial Property</b> Approved for 6 Producer CE in NH, ME &amp; VT; Approved for 6 Multi-Line Adjuster CE in NH Course # 19517 NH Prod; # 19518 NH MLA; # 27798 VT Prod; # 23882 ME Prod</p>	<p>This full day program will include a review of the commercial property, business income and extra expense, and commercial inland marine forms and exposures.</p>	<p>Big I NH Classroom or Virtual</p>
<p>3/30/2022 - 9 am - Noon Member cost: \$58 Non-Member cost: \$83</p>	<p><b>Ethics and E &amp; O - Related?</b> Approved for 3 Ethics approved CE for Producers in NH, ME &amp; VT Course # 480442 NH Prod; # 29242 VT Prod; # 23882 ME Prod</p>	<p>This program will review how unethical behavior can cause or increase your exposure to an E&amp;O claim. Examples will be given.</p>	<p>Big I NH Classroom or Virtual</p>
<p>3/30/2022 - 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83</p>	<p><b>FEMA Flood Class including Risk Rating 2.0</b> Approved for 3 CE for Producers in NH, ME &amp; VT Course # 18151 NH Prod; # 25325 VT Prod; # 21858 ME Prod</p>	<p>This three-hour class meets FEMA Flood Class requirement for newly licensed individuals and also includes updates in an ever-evolving program for the seasoned individual. Come learn about the ins and outs of the NFIP as well as private flood insurance. It also includes a review of the latest changes to the program, including Risk Rating 2.0</p>	<p>Big I NH Classroom or Virtual</p>

April 2022			
<p>4/1/2022 - 9 am - Noon \$25.00 includes lunch Please register with Insurcomm</p>	<p><b>Claim Handling 101 presented by Insurcomm</b> Approved for 3 CE for Producers in NH; 3 CE for Multi-Line Adjusters in NH</p>	<p>This three-hour program will review claims handling with the accent on creating a pleasant experience for your insured or for the claimant. It will include a review of processes involved in handling a claim and how you can enhance your relationship with your client. Who knows, you might even get to write the claimant's coverage! Along with that, we'll review Regulation 1002 so you will be familiar with the laws regarding claims in NH. Our last stop will be the Unfair Claims Practices Law.</p>	<p>Insurcomm Portsmouth</p>
<p>4/5/2022 - 9 am - 4 pm Virtual Only. \$40 per person (\$120 to attend all three days)</p>	<p><b>Professional Development Day Virtual only!</b> Approved for 6 CE hours for Producers in NH; VT &amp; ME have been applied for.</p>	<p>Six 1-hour programs for you to choose from. Attend them all or just some of them. Each session is approved to 1 CE credit. Programs include: Ethics in Underwriting How to Speak Cyber Q &amp; A with the Insurance Commissioner Personal Protective Devices Is it a Business? E &amp; O Exposures from Technology</p>	<p>Virtual Only!</p>
<p>4/7/2022 - 9 am - 4 pm Virtual Only. \$40 per person (\$120 to attend all three days)</p>	<p><b>Professional Development Day Virtual only!</b> Approved for 6 CE hours for Producers in NH; VT &amp; ME have been applied for.</p>	<p>Six 1-hour programs for you to choose from. Attend them all or just some of them. Each session is approved to 1 CE credit. Programs include: Insurance Laws in NH Q &amp; A on Cyber with Darren Valencia TURO and Auto Rentals Insuring Non-Profits Understanding the Pitfalls of Working from Home Importance of Ordinance or Law</p>	<p>Virtual Only!</p>

<p>4/12/2022 - 9 am - 4 pm In-Person at SNHU in Manchester or Virtual \$80 per person (\$120 to attend all three days)</p>	<p><b>Professional Development Day</b> <b>In-Person at SNHU in Manchester or Virtual!</b> Approved for 6 CE hours for Producers in NH; VT &amp; ME have been applied for.</p>	<p>Traditional Professional Development Day with two 3-hour programs, breakfast and lunch. The topics include an E &amp; O Mock Trial with Russell Hilliard, Esquire and The Dynamic Duo Takes on Ethical Dilemmas</p>	<p>SNHU Hospitality Center, Manchester or Virtual</p>
<p>4/19/2022 - 9 am - 4 pm Member cost: \$177 Non-member cost: \$232</p>	<p><b>ACSR 1 - Homeowners 2011</b> Approved for 7 Producers CE in NH (Course #10604)&amp; VT (Course # 26504) and 6 CE in ME (Course # 17300)</p>	<p>ACSR #1 provides a thorough analysis of the ISO HO 2011 policies, major homeowner endorsements and addresses how to handle difficult homeowner coverage problems you encounter in your agency. This seminar is designed for insurance agency CSRs who want comprehensive training on the ISO HO Program. Topics include: Eligibility requirements, specific Section 1 and 2 coverage features, exclusions and limitations, HO forms for tenants and condo owners and endorsements</p>	<p>Big I NH Classroom or Virtual</p>
<p>4/20/2022 - Noon - 1 pm Member cost: \$18 Non-member cost: \$30</p>	<p>Live webinar! <b>"Valet Parking! Love it!" Covered?</b> Approved for 1 Producer CE in NH</p>	<p>While having your lunch, listen and participate in a live webinar that reviews exposures from valet parking and other care, custody and control situations your insured is faced with.</p>	<p>Live Webinar</p>
<p>4/22/2022 - 9 am - Noon \$25 includes lunch Register with Insurcomm</p>	<p><b>A Plethora of Personal Lines</b> 3 Producer CE in NH &amp; ME 3 Multi-Line Adjuster CE in NH Course # 22061 NH Prod; #481420 NH MLA; #24347 ME Prod</p>	<p>This three-hour program will review many different types of personal lines coverages: the personal articles floater, flood insurance, personal umbrella, recreational vehicles, condos and unit owner certificates, as well as the differences between the three ISO HO forms in use in NH. You will leave with much more than you can in with (including an 11 page comparison of the three editions for use in your office). Don't miss it!</p>	<p>Insurcomm Portsmouth</p>

<p>4/27/2022 - 9 am - Noon  Member cost: \$58  Non-member cost: \$83</p>	<p><b>Ethics in Insurance - Not an Oxymoron</b>  Approved for 3 Ethics CE for Producers in ME (Course #17407) &amp; NH (Course # 23185); and 3 Ethics CE for Multi-Line Adjusters in NH (Course # 23186)</p>	<p>What is Ethics? This class will assist you in recognizing ethical dilemmas in current events and identifying questions to assist in ethical decision making. You will also review the ethical problem areas in the insurance industry. The Code of Ethics for IIABA and CPCU will be explored with a discussion as to why they are needed. The last portion of the class will involve applying ethical decision making in various insurance situations.</p>	<p>Big I NH  Classroom or  Virtual</p>
<p>4/27/2022 - 1 pm - 4 pm  Member cost: \$58  Non-member cost: \$83</p>	<p><b>E &amp; O Roadmap to Personal Auto - The Beginning (PLIAS)</b>  Approved for 3 CE credits for Producers in NH Producer Course # 6000066600</p>	<p>Part of the Personal Lines Insurance Advanced Studies Designation, this is the first 3 hours of a 6 hour course. The purpose of the 6 hour course is to take a deep dive into the ISO PAP and Umbrella forms. This first part will review the history of the PAP, eligibility, policy forms as well as a review of Coverages A (Liability), B (Medical Payments), C (Uninsured Motorists) and D (Damage to Your Auto).</p>	<p>Big I NH  Classroom or  Virtual</p>

<p>4/30/2022 - 9 am - Noon  Member cost: \$308 early  bird before 4/8/22  Member cost: \$333 after  4/8/22  Non-member cost: \$433</p>	<p><b>SUPER CE SATURDAY!</b>  <b>Insurance Fraud Awareness</b>  Approved for 20 Producer CE including  10 Ethics CE in NH  (Course # 10621); 12 Multi-Line Adjuster  CE including 3 Ethics CE (Course #10670);  12 WC Adjuster CE (Course #18288)  <b>Property-Casualty Concepts</b>  Approved for 12 Producer CE in NH  (Course # 483728); 13 Multi-Line  Adjuster CE in NH (Course #483729)</p>	<p>For NH resident producers only. Insurance Fraud Awareness: Training with this course is a dynamic way to promote awareness and understanding of the serious problem of insurance fraud and its costly effects on the insurance industry, policyholders, and the general public. The course provides motivation &amp; techniques professionals can apply on the job to identify and fight fraud. It includes a job aid with 192 insurance fraud indicators to help employees recognize common patterns; Property-Casualty Concepts: This introductory book begins by reviewing the principles of insurance, the insurance contract, how companies are organized and regulated as well as the insurance transaction. It continues by providing introductions to property &amp; liability insurance. It then provides a chapter per type of insurance.</p>	<p>Big I NH  Classroom or  Virtual</p>
--	---	--	--



May 2022			
5/4/2022 Noon - 1 pm Member cost: \$18 Non-member cost: \$30	LIVE WEBINAR! <b>"How Can I Cover That? HO Coverage Concerns"</b> Approved for 1 Producer CE in NH	While having your lunch, listen and participate in a live webinar that reviews exposures like businesses in the home, house sharing, valuation and liability concerns of homeowners.	Live Webinar
5/6/2022 9 am - Noon \$25 including lunch Please register with Insurcomm	<b>New Exposures Facing Businesses Today Sponsored by Insurcomm</b> Approved for 3 Producer & Multi-Line Adjuster CE in NH; 3 Producer CE in ME	This fast-paced course will review exposures facing businesses today including cyber liability, data breaches, environmental issues, active shooter coverage, kidnap & ransom, cannabis in the workplace as well as foreign liability and workers compensation issues. A must for keeping up with our commercial clients!	Insurcomm Portsmouth
5/9, 10, 11 & 12, 2022 with Optional Review on 5/13 9 am - 4 pm daily Member cost: \$265 (before 4/22/22) Member cost: \$290 (after 4/22/22) Non-Member cost: \$415	<b>P &amp; C Pre-licensing Review Class with Optional Virtual Review</b> NO CE credits are allowed for this class	4-day class to prepare for the P&C Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class. An optional half-day review session is available on day 5.	Big I NH Classroom or Virtual
5/18/2022 Noon - 1 pm Member cost: \$18 Non-member cost: \$30	LIVE WEBINAR! <b>"My Equipment Just Broke Down! What Do I Do Now? Or The Basics of Equipment Breakdown Coverage"</b> Approved for 1 Producer CE in NH	While having your lunch, listen and participate in a live webinar that review the mysteries of what equipment breakdown provides for coverage and when it would be needed.	Live Webinar
5/19/2022 9 am - 4 pm Member cost: \$243 Non-member cost: \$333	<b>AAI 82A - Commercial Liability Insurance</b> Approved for 8 Producer CE in NH (Course #20081); VT (Course #27799); and ME (Course #24351)	Includes an in-depth review of GL occurrence and claims-made liability policies and their popular endorsements; commercial auto, garage and truckers policies.	Big I NH Classroom or Virtual

<p>5/24/2022 9 am - 4 pm  Member cost: \$177  Non-member cost: \$232</p>	<p><b>ACSR 2 - Personal Auto</b>  Approved for 7 Producer CE in NH (Course # 10605) and 6 Producer CE in VT (Course #26316) and ME (Course #17324)</p>	<p>ACSR #2 provides a thorough analysis of the Personal Automobile Policy and many important endorsements. Practical personal lines account handling is emphasized throughout the course, as students learn to design coverages to meet the unique needs of each customer. This course is designed for CSR's and other agency personnel involved in the personal lines sales and service process who require comprehensive training or review of the Personal Automobile Policy.</p>	<p>Big I NH  Classroom or  Virtual</p>
<p>5/25/2022 9 am - Noon  Member cost: \$75  Non-member cost: \$125</p>	<p><b>Advanced NH Laws and CIAS Introduction</b>  Approved for 3 Ethics CE for Producers in NH</p>	<p>This course will introduce you to our new Commercial Insurance Advanced Studies Designation (CIAS) and provide the student with advanced instruction on specific laws in NH. This three hour ethics approved class will review the certificates of insurance law; surplus lines law; cancellation laws and claim settlement administrative rule.</p>	<p>Big I NH  Classroom or  Virtual</p>
<p>5/25/2022 1 pm - 4 pm  Member cost: \$58  Non-member cost: \$83</p>	<p><b>E &amp; O Roadmap to Personal Auto - The Rest of the Story (PLIAS)</b>  Approved for 3 Producer CE in NH - Producer Course # 6000066585</p>	<p>Part of the Personal Lines Insurance Advanced Studies Designation, this is the last 3 hours of a 6 hour course. The purpose of the 6 hour course is to take a deep dive into the ISO PAP and Umbrella forms. This last part will recap the first 3 hours, review the conditions of the PAP, endorsements that can be added to the PAP as well as a review of the Personal Umbrella policy.</p>	<p>Big I NH  Classroom or  Virtual</p>

June 2022			
<p>6/3/2022 9 am - Noon \$25 including lunch Please register with Insurcomm</p>	<p><b>Ethics in Insurance - Not an Oxymoron</b> Approved for 3 Ethics CE for Producers and Multi-Line Adjusters in NH; 3 Ethics CE for Producers in ME NH Prod Course # 468275, NH MLA Course #468276; ME Prod Course # ME17407</p>	<p>What is Ethics? This class will assist you in recognizing ethical dilemmas in current events and identifying questions to assist in ethical decision making. You will also review the ethical problem areas in the insurance industry. The Code of Ethics for IIABA and CPCU will be explored with a discussion as to why they are needed. The last portion of the class will involve applying ethical decision making in various insurance situations.</p>	<p>Insurcomm Portsmouth</p>
<p>6/8/2022 Noon - 1 pm Member cost: \$18 Non-Member cost: \$30</p>	<p><b>WEBINAR LIVE!</b> <b>Workers Compensation Hot Topics</b> Approved for 1 CE for Producers in NH Course # 481479</p>	<p>This webinar will review some of the WC issues that have come up recently. What is on the job &amp; as a result of your job? When do you need to add USL&amp;H endorsement? What does the Voluntary Comp. endorsement do? What is the First Aid Law and how does it work?</p>	<p>Live Webinar</p>
<p>6/15/2022 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333</p>	<p><b>AAI 82 B - Other Commercial Insurance</b> Approved for 8 Producer CE in NH (Course # 20081), ME (Course # 24351) &amp; VT (Course # 27799)</p>	<p>This full day course provides a review of Commercial Crime Insurance, Business Owners Insurance, Other Commercial Coverages and Workers Compensation and Employers Liability Insurance.</p>	<p>Big I NH Classroom or Virtual</p>

<p>6/18/2022 9 am until we complete the exams  Member cost: \$308 (before 5/27)  Member cost: \$333 (after 5/27)  Non-Member cost: \$433</p>	<p><b>SUPER CE SATURDAY!</b>  24 Producer CE in NH only  24 Multi-Line Adjuster CE in NH  Both include 3 hours of Ethics approved courses  Course # 16412 &amp; 16408 for NH Producers  Course # 16458, 16455 &amp; 16456 for NH Multi-Line Adjusters</p>	<p>Unique opportunity for NH licensed individuals Producers as well as Multi-Line Adjuster to obtain all the CE they will need to renew their license in one day.  <b>ONLY APPROVED IN THE STATE OF NH.</b>  Topics for Producers include Umbrella Liability and Ethics at Work  Topics for Multi-Line Adjusters include the above two courses plus Personal Auto Coverage.</p>	<p>Big I NH Classroom or Virtual</p>
<p>6/21-23, 2022  9 am to 4 pm daily  Member cost: \$290  Non-Member cost: \$415</p>	<p><b>Life, Accident &amp; Health Pre-Licensing Review Class with Jill Gidge</b>  NO CE credits are allowed for this class</p>	<p>3-day class to prepare for the Life, Accident &amp; Health Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class.</p>	<p>Big I NH Classroom or Virtual</p>
<p>6/28/2022 9 am - 4 pm  Member cost: \$177  Non-Member cost: \$232</p>	<p><b>ACSR 3 - Personal Lines Related Coverages</b>  Approved for  7 Producer CE in NH Course #10606;  6 Producer CE in ME Course # ME 17329 &amp; VT Course # 26317</p>	<p>A review of personal lines coverages other than HO and PAP such as Dwelling policies, Mobile homes, Inland Marine, Boats, Flood, FAIR Plans, and Umbrellas.</p>	<p>Big I NH Classroom or Virtual</p>
<p>6/29/2022 Noon - 1 pm  Member cost: \$18  Non-Member cost: \$30</p>	<p><b>LIVE WEBINAR!</b>  <b>How About Some Agents E &amp; O Tips and Tricks</b>  1 Producer CE applied for in NH</p>	<p>While having your lunch, listen and participate in a live webinar that reviews some helpful tips and tricks when trying to protect yourself and your agency from potential E &amp; O incidents.</p>	<p>Live Webinar</p>

<p>6/30/2022 9 am - Noon  Member cost: \$58  Non-member cost: \$83</p>	<p><b>Ethics vs Morals - Difference?</b>  Approved for 3 Ethics Producer CE  in NH course # 480446; ME CE course  # 23886; VT CE course # 29243</p>	<p>This three hour ethics course was one of the topics developed for our Professional Development Days in May of 2016. It includes a discussion about whether a decision you may need to make is an ethical or a moral dilemma.  Tools to help make that distinction will be included.</p>	<p>Big I NH  Classroom or  Virtual</p>
<p>6/30/2022 1pm - 4 pm  Member cost: \$58  Non-member cost: \$83</p>	<p><b>FEMA Flood Class including Risk Rating 2.0</b>  Approved for 3 CE for Producers in NH, ME &amp; VT  Course # 18151 NH Prod; # 25325 VT Prod; # 21858 ME Prod</p>	<p>This three-hour class meets FEMA Flood Class requirement for newly licensed individuals and also includes updates in an ever-evolving program for the seasoned individual. Come learn about the ins and outs of the NFIP as well as private flood insurance. It also includes a review of the latest changes to the program, including Risk Rating 2.0</p>	<p>Big I NH  Classroom or  Virtual</p>

July 2022			
7/8/2022 9 am - Noon \$25 including lunch Please register with Insurcomm	<b>Common Personal Lines Endorsements</b> Approved for 3 CE in NH for Producers Course # 481722; in NH for Multi-Line Adjusters Course # 481723; in ME Course # 24586	This three hour class will provide a review of common homeowners endorsements such as business related, valuation related, causes of loss, additional coverage and condo endorsements. The common personal auto endorsements that we will review include extended non-owned; named non-owned; excess electronic; limited Mexico, Miscellaneous type Vehicle, auto loan/lease coverage and trust endorsements. The class will end with some miscellaneous HO and PAP coverage concerns such as rental cars, ride sharing and Airbnb.	Insurcomm Portsmouth
7/20/2022 Noon - 1 pm Member cost: \$18 Non-member cost: \$30	<b>LIVE WEBINAR!</b> <b>Personal Auto Coverage Concerns, Oh My!</b> 1 CE credit in NH for Producers Course # 6000122761	This one hour webinar will combine some of topics of car rental; parties; cars & liquor; cars & kids.	Live Webinar
7/21/2022 9 am - Noon Member cost: \$ 75 Non-member cost: \$125	<b>Business Auto Exclusions &amp; Endorsements</b> Approved for 3 Producer CE in NH Course # 6000066565	This course will review, in detail, the exclusions found in the ISO Commercial Auto form. We will also review many of the endorsements available to modify the coverage form.	Big I NH Classroom or Virtual
7/27/2022 9 am - Noon Member cost: \$58 Non-Member cost: \$83	<b>Ethics - Honesty &amp; Integrity</b> Approved for 3 Ethics approved CE for NH Producers Course # 481690; NH Multi-Line Adjusters Course # 483727; VT Producers Course # 29912; ME Producers Course # 24582	This three hour Ethics approved program will review what ethics is and how it applies to the insurance industry as a whole. We will also look at honesty versus dishonesty including examples of some gray areas. The course will also include a review of the unfair trade practices laws in the states of NH, VT & ME. Finally, we will look at integrity. How important is it to your success and how a code of ethics can help.	Big I NH Classroom or Virtual

<p>7/27/2022 1 pm - 4 pm  Member cost: \$58  Non-member cost: \$83</p>	<p><b>E &amp; O Roadmap - Homeowners  Endorsements</b>  Approved for 3 CE for NH Producers  Course # 6000112475</p>	<p>The standard HO policy provides broad coverage designed to meet the needs of the average American home owner. To keep premiums reasonable—and for other reasons, these standard policies also exclude or limit coverage for insurable exposures that a minority of families face. These excluded exposures create coverage gaps that can often be filled for an additional premium, by modifying the standard policy’s limits or other provisions, adding an appropriate endorsement, or purchasing an additional policy.</p> <p>This course is designed to help insurance practitioners identify and overcome many of the coverage gaps, exclusions, limitations, and uninsured exposures their Homeowners clients face. The approach varies by topic, but the general goal is first to discuss circumstances that might create an a typical exposure or a need for additional insurance beyond that provided by a standard policy, and then to explain measures that can be used to eliminate this coverage gap by insuring or otherwise managing the exposure. Part 2 of this class will concentrate on Inland Marine policies designed to help cover some of these exposures and will be held at a later date.</p>	<p>Big I NH  Classroom or  Virtual</p>
--	---	---	--

August 2022			
8/2/2022 9 am - Noon Member cost: \$58 Non-Member cost: \$83	<b>WC - An Advanced Look</b> Approved for 3 Producer CE in NH Course # 600068233 and 3 Producer CE in ME Course # 23881	This three-hour program will provide an advanced view of the Workers Compensation coverage form and endorsements. It will also include a review of experience modification - who is eligible? What information is included? How is it computed? What about errors? What affects the experience mod. the most? How to explain it to your client. This is an advanced class.	Big I NH Classroom or Virtual
8/5/2022 9 am - Noon \$25 including lunch Please register with Insurcomm	<b>Certificates of Insurance or How I Got a Job in the Prison Laundry</b> Approved for 3 CE credits for NH Producers Course # 465887; 3 CE credits for NH Multi-Line Adjusters Course # 465486; 3 CE credits in ME Course # 24242	What is a certificate of insurance? This course will review the purpose of certificates, contractual insurance requirements, additional insureds, ACORD forms available, statutes and regulations regarding certificates as well as potential E & O problems. A must class for anyone dealing with certificates	Insurcomm Portsmouth
8/10/2022 Noon - 1 pm Member cost: \$18 Non-Member cost: \$30	<b>LIVE WEBINAR!</b> <b>Basics of Credit Scoring aka What's the Score on Credit Scoring?</b> Approved for 1 CE for Producers in NH Course # 470199; 1 CE for Producers in ME Course # 25281	This class will review insurance scoring, what it is, how it's computed and how it affects our clients. Information will be included to assist you in explaining this type of rating to your clients and what they can do to change the score. Credit scoring is an approved topic to meet your Ethics CE requirements.	Live Webinar
8/11/2022 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333	<b>AAI 82 C - Specialized Insurance and Bonds</b> Approved for 8 CE credits for Producers in NH Course # 20079; ME Course # 24353; VT Course # 27801	This course will include a review of: Specialty Insurance – DIC, Output policies, HPRs, Aviation, Cyber & Terrorism; Commercial Excess & Umbrella Liability Insurance; Surety Bonds	Big I NH Classroom or Virtual



<p>8/15, 16, 17 &amp; 18, 2022 with Optional Review on 8/19 9 am - 4 pm daily Member cost: \$265 (before 7/29/22) Member cost: \$290 (after 7/29/22) Non-Member cost: \$415</p>	<p><b>P &amp; C Pre-licensing Review Class with Optional Virtual Review</b> NO CE credits are allowed for this class</p>	<p>4-day class to prepare for the P&amp;C Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class. An optional half-day review session is available on day 5.</p>	<p>Big I NH Classroom or Virtual</p>
<p>8/24/2022 9 am - Noon Member cost: \$58 Non-Member cost: \$83</p>	<p><b>Ethics</b> Approved for 3 Ethics CE for NH Producers Course # 468273; for NH Multi-Line Adjusters Course # 468274; for VT Producers Course # 22188; for ME Producers Course # 14306</p>	<p>This three hour class will provide the student with the basics of Ethics. The topics discussed will include: ethics and the insurance industry, ethics and the law, the Unfair Trade Practices Act, ethics and the insurance producer, and ethics and the insurance company. The final portion of the class will include a "check-up" of our own ethical conduct.</p>	<p>Big I NH Classroom or Virtual</p>
<p>8/24/2022 1 pm - 4 pm Member cost: \$58 Non-Member cost: \$83</p>	<p><b>E &amp; O Roadmap - Personal Inland Marine</b> Approved for 3 CE for NH Producers Course # 6000112460</p>	<p>This is part two of the E &amp; O Roadmap to HO Endorsements. It concentrates on Inland Marine policies designed to help cover some of the gaps found in the HO policy that can be better handled by a separate policy.</p>	<p>Big I NH Classroom or Virtual</p>
<p>8/31/2022 Noon - 1 pm Member cost: \$18 Non-Member cost: \$83</p>	<p><b>LIVE WEBINAR! CONDOS!</b> 1 CE for NH Producers Course # 6000122760</p>	<p>This one-hour webinar will review the basics of insuring condos, from the review of the definition of a unit to the loss assessment exposures the insured could possibly face and all the other concerns along the way.</p>	<p>Live Webinar</p>
<p><b>September 2022</b></p>			

<p>9/1/2022 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333</p>	<p><b>AAI 83 A - Principles of Agency Management</b> Approved for 8 CE for Producers in NH Course # 20554; ME Course # 24354; VT Course #27802</p>	<p>Topics covered in this program include Agency formation and environment; Organizational Management; Agency Management; and Personal Production Plans</p>	<p>Big I NH Classroom or Virtual</p>
<p>9/7/2022 Noon - 1 pm Member cost: \$18 Non-Member cost: \$30</p>	<p><b>Ethics - That's Not Fair! Unfair Trade Practices</b> Ethics CE has been applied for</p>	<p>This one-hour webinar will review the Unfair Trade Practices Laws and review examples of when a situation could be considered one of them.</p>	<p>Live Webinar</p>
<p>9/7/2022 1pm - 4 pm Member cost: \$58 Non-member cost: \$83</p>	<p><b>FEMA Flood Class including Risk Rating 2.0</b> Approved for 3 CE for Producers in NH, ME &amp; VT Course # 18151 NH Prod; # 25325 VT Prod; # 21858 ME Prod</p>	<p>This three-hour class meets FEMA Flood Class requirement for newly licensed individuals and also includes updates in an ever-evolving program for the seasoned individual. Come learn about the ins and outs of the NFIP as well as private flood insurance. It also includes a review of the latest changes to the program, including Risk Rating 2.0</p>	<p>Big I NH Classroom or Virtual</p>
<p>9/8/2022 9 am - 4 pm Member cost: \$177 Non-Member cost: \$232</p>	<p><b>ACSR 6 - Commercial Property Insurance</b> Approved for 7 Producer CE in NH Course # 10607 and in VT Course # 26346 and for 6 Producer CE in ME Course # ME 17310</p>	<p>This course will provide an analysis of the ISO Property forms identifying specific exclusions and endorsements. This course is designed for insurance agency producers and CSRs who want comprehensive training on the ISO Simplified Commercial Property Program. Students will cover: the major features of various property forms, basics of business income forms and options, cause of loss forms and important property conditions.</p>	<p>Big I NH Classroom or Virtual</p>
<p>9/9/2022 9 am - Noon \$25 including lunch Please register with Insurcomm</p>	<p><b>Personal Lines Issues at Insurcomm</b> Approved for 3 Producer CE in NH Course # 6000064854; 3 MLA CE in NH Course # 6000064852; 3 Producer CE in ME Course # 26413</p>	<p>This three hour class will include a number of auto insurance issues including Uber update, Door Dash, TURO, Title owner vs named insured and car rentals. Some of the HO issues include drones, smart homes, and home based businesses. The class will wrap up with issues on boat, flood and personal umbrella coverage issues.</p>	<p>Insurcomm Portsmouth</p>

<p>9/12/2022 - 9 am - 4 pm  Member cost: \$243  Non-Member cost: \$333</p>	<p><b>AAI 81 B - Personal Lines</b>  Approved for 6 Producer CE in NH, ME &amp; VT; Approved for 6 Multi-Line Adjuster CE in NH  Course # 19515 NH Prod; #19516 NH MLA; #27797 VT Prod; #24349 ME Prod</p>	<p>This full day course provides an in-depth review of the Homeowners and Personal Auto policies, as well as other personal lines and personal financial planning topics.</p>	<p>Big I NH  Classroom or  Virtual</p>
<p>9/21/2022 9 am - Noon  Member cost: \$58  Non-Member cost: \$83</p>	<p><b>LIVE WEBINAR! 3 HOURS!</b>  <b>What Does NH Law Say?</b>  Approved for 3 Ethics CE for Producers in NH Course # 469194 and 3 Ethics CE for Multi-Line Adjusters in NH  Course # 485439</p>	<p>I can't tell you how many times I've heard people say, "I didn't know that was a law in New Hampshire?" This course will review some of the most commonly misunderstood NH insurance laws. The class will give you information about the cancellation, claim, auto, home, and workers compensation insurance laws as well as so much more. Come join us for this very information class that will also take care of your 3 hours of Ethics continuing education. Compliance with state &amp; federal laws &amp; regulations is an approved topic to meet your Ethics CE.</p>	<p>Live Webinar</p>

October 2022			
10/5/2022 Noon - 1 pm Member cost: \$18 Non-Member cost: \$30	<b>LIVE WEBINAR! 1 hour</b> <b>How Can I Make This Fit? Most Commonly Used HO Endorsements</b> Approved for 1 CE for Producers in NH Course # 477441	This webinar is designed as a review of some of the commonly used endorsements in the ISO HO program. It will include when and how to use them to provide the coverages that your insured needs.	Live Webinar
10/6/2022 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333	<b>AAI 81 C - Commercial Property</b> Approved for 6 Producer CE in NH, ME & VT; Approved for 6 Multi-Line Adjuster CE in NH Course # 19517 NH Prod; # 19518 NH MLA; # 27798 VT Prod; # 23882 ME Prod	This full day program will include a review of the commercial property, business income and extra expense, and commercial inland marine forms and exposures.	Big I NH Classroom or Virtual
10/7/2022 9 am - Noon \$25 including lunch Please register with Insurcomm	<b>More What NH, ME &amp; VT Laws Say</b> Approved for 3 Producer CE in NH, ME & VT; Approved for 3 Multi-Line Adjuster CE in NH Course # 480449 NH Prod; # 481968 NH MLA; # 29914 VT Prod; # 23889 ME Prod	This is an updated and expanded version of the very popular "What Does New Hampshire Law Say?" We'll review some of the laws that affect your insureds the most, and compare how they are handled in each state. Compliance with state & federal laws and regulations is an approved topic to meet your Ethics continuing education requirement.	Insurcomm Portsmouth
10/12/2022 Noon - 1 pm Member cost: \$18 Non-member cost: \$30	<b>LIVE WEBINAR! 1 hour</b> <b>OOPS! Basics of Claims</b> Approval applied for Producer CE in NH	This one hour webinar will introduce you to the claims process as well as the regulations involved.	Live Webinar
10/13/2022 9 am - 4 pm Member cost: \$177 Non-member cost: \$232	<b>ACSR 7 - Commercial General Liability</b> Approved for 7 Producer CE in NH & VT; Approved for 6 Producer CE in ME Course # 10608 NH Prod; # 26509 VT Prod; # ME17316 ME Prod.	This full day course is designed to introduce the student to the ISO Commercial General Liability policy. It will also include a review of some of the most commonly used endorsements	Big I NH Classroom or Virtual

<p>10/17, 18, 19 &amp; 20, 2022 with Optional Review on 10/21 9 am - 4 pm daily Member cost: \$265 (on or before 9/30/22) Member cost: \$290 (after 9/30/22) Non-Member cost: \$415</p>	<p><b>P &amp; C Pre-licensing Review Class with Optional Virtual Review</b> NO CE credits are allowed for this class</p>	<p>4-day class to prepare for the P&amp;C Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class. An optional half-day review session is available on day 5.</p>	<p>Big I NH Classroom or Virtual</p>
<p>10/25/2022 9 am - 4 pm Member cost: \$243 Non-member cost: \$333</p>	<p><b>AAI 83 B - The Insurance Production Environment</b> Approved for 8 Producer CE in NH, VT &amp; ME Course # 20683 NH Prod; # 27803 VT Prod; # 24355 ME Prod</p>	<p>This full day program will include a review of producer-insurer relationships, agency image, agency growth/customer communications as well as market segmentation/target marketing.</p>	<p>Big I NH Classroom or Virtual</p>
<p>10/26/2022 9 am - Noon Member cost: \$58 Non-member cost: \$83</p>	<p><b>Ethical Responsibility - Who Do We Owe it to?</b> Approved for 3 Ethics CE for Producers in NH &amp; ME. Course # 481696 NH Prod; # 24578 ME Prod</p>	<p>This program was part of our Professional Development Days that we have every May. It includes a review of our fiduciary responsibilities, disclosure, trust accounts, handling funds, privacy, license suspensions, revocation, denial and more.</p>	<p>Big I NH Classroom or Virtual</p>
<p>10/26/2022 1 pm - 4 pm Member cost: \$58 Non-member cost: \$83</p>	<p><b>E &amp; O Roadmap to Policy Analysis - Part 1</b> Approved for 3 Producer CE in NH. Course # 483305 NH Prod</p>	<p>Newly developed E &amp; O course available for credit on your E &amp; O premium. This is the first of a two part program on how to analyze an insurance policy. It includes contract basics &amp; legal terminology; unique characteristics of insurance contracts; standard versus non-standard policies; policy formal; package policies; policy provisions such as who is an insured, the insuring agreement, exclusions &amp; limitations and definitions.</p>	<p>Big I NH Classroom or Virtual</p>

<p>10/27/2022 9 am - Noon Member cost: \$58 Non-member cost: \$83</p>	<p><b>E &amp; O Roadmap - Commercial Property Gaps and How to Fill Them - Part 1</b> Course applied for CE in NH, ME &amp; VT for Producers</p>	<p>Newly Developed E &amp; O course available for credit on your E &amp; O premium. This is the first of a two part program on Commercial Property Coverage Gaps. This session will concentrate on the role of insurance agents &amp; brokers as well as direct property E &amp; O coverage issues.</p>	<p>Big I NH Classroom or Virtual</p>
<p>10/27/2022 1 pm - 4 pm Member cost: \$58 Non-member cost: \$83</p>	<p><b>E &amp; O Roadmap - Commercial Property Gaps and How to Fill Them - Part 2</b> Course applied for CE in NH, ME &amp; VT for Producers</p>	<p>Newly Developed E &amp; O course available for credit on your E &amp; O premium. This is the second of a two part program on Commercial Property Coverage Gaps. This session will provide a quick recap of Part 1 and then will concentrate on valuation gaps, business income gaps as well as inland marine gaps.</p>	<p>Big I NH Classroom or Virtual</p>
<p>10/29/2022 9 am - Noon Member cost on or before 10/7: \$308 Member cost after 10/7: \$333 Non-member cost: \$433</p>	<p><b>SUPER CE SATURDAY!</b> 24 Producer CE in NH only 24 Multi-Line Adjuster CE in NH Both include 3 hours of Ethics approved courses Course # 16402 &amp; 20222 for NH Producers Course # 16460, 20223 &amp; 468274 for NH Multi-Line Adjusters  <b><u>AVAILABLE FOR NH RESIDENT LICENSEES ONLY</u></b></p>	<p><b><u>How Super C.E. Saturday Works:</u></b> Each student that attends the session (in person or virtually) will be given the exams related to the topics. The class as a whole will discuss the topics and review the questions to determine the answers. Once the exams are completed by the group, they will be collected and CE credits will be applied. An excellent learning opportunity as well as a lot of fun! Big "I" NH will add your credits to your CE transcript by the end of Super CE Saturday. Class time is from 9 am to ? (until all of the exams are completed, which is usually around noon). _Topics include Business Income Coverages; Legal Concepts &amp; Doctrines; &amp; Ethics.</p>	<p>Big I NH Classroom or Virtual</p>

<b>NOVEMBER 2022</b>			
11/2/2022 Noon - 1 pm Member cost: \$18 Non-member cost: \$30	<b>LIVE WEBINAR! 1 hour I'm Special! Commercial Auto Endorsements</b> 1 CE credit hour has been applied for in NH for Producers	This one hour webinar provides a review of some of the commercial auto coverage endorsements that can tailor your insured's policy to meet their needs, including MCS 90, Pollution, Employees as Insureds, Drive Other Car and more!	Live Webinar
11/4/2022 9 am - Noon \$25 including lunch Please register with Insurcomm	<b>Personal Auto Insurance Issues</b> Approved for 3 CE hours for Producers in NH & ME; 3 CE hours for MLA in NH Course # 482051 for NH Prod; # 482052 for NH MLA; # 24675 for ME Prod	This three hour class will combine the topics of car rentals; parties; cars & liquor; cars & kids - divorce, at college, own policy; and ride sharing.	Insurcomm Portsmouth
11/8/2022 9 am - 4 pm Member cost: \$177 Non-member cost: \$232	<b>ACSR 8 - Commercial Auto</b> Approved for 7 CE hours for Producers in NH & VT; 6 CE hours for Producers in ME; 7 CE hours for MLA in NH Course # 10609 for NH Prod; # 26507 for VT Prod; # ME17319 for ME Prod; # 19512 for NH MLA	This full day course is designed to introduce the student to the most commonly used auto coverage forms such as the Business Auto, Auto Dealer & Motor Carrier forms as well as endorsements available to modify coverage.	Big I NH Classroom or Virtual
11/9/2022 9 am - 4 pm Member cost: \$243 Non-member cost: \$333	<b>AAI 82 A - Commercial Liability Insurance</b> Approved for 8 Prod CE hours in NH, ME & VT Course # 20081 for NH Prod; # 24351 for ME Prod; # 27799 for VT Prod	This course provides an in-depth review of the CGL form and endorsements as well as Commercial Auto forms such as the Business Auto form, the Auto Dealers form and the Motor Carrier form.	Big I NH Classroom or Virtual
11/14, 15 & 16, 2022 9 am to 4 pm daily Member cost: \$290 Non-Member cost: \$415	<b>Life, Accident &amp; Health Pre-Licensing Review Class with Jill Gidge</b> NO CE credits are allowed for this class	3-day class to prepare for the Life, Accident & Health Licensing Exam. Each day begins at 9 am and ends at 4 pm. Classes will include lecturing, quizzes and discussions of the material provided. The textbook will be sent to you when you register. It is recommended that you read the book prior to the start of the class.	Big I NH Classroom or Virtual

<p>11/17/2022 9 am to 4 pm Member cost: \$243 Non-member cost: \$333</p>	<p><b>AAI 83 C - Agency Management Tools &amp; Processes</b> Approved for 6 Prod CE in NH, ME &amp; VT Course # 476042 for NH Prod; # 24356 for ME Prod; # 27804 for VT Prod</p>	<p>This full day class will review agency information technology; management of customer services; financial management; and legal and ethical responsibilities.</p>	<p>Big I NH Classroom or Virtual</p>
<p>11/30/2022 9 am to Noon Member cost: \$58 Non-member cost: \$83</p>	<p><b>Street Level Ethics</b> Approved for 3 Ethics CE for Producers in NH, ME, &amp; VT Course # 23751 for NH Prod; # ME17413 for ME Prod; # 29240 for VT Prod</p>	<p>This class will begin with a review of three approaches to handling an ethical dilemma: Situation-based, Rule-based, or People-based. The review will include the strengths and weaknesses of each approach. The class will then utilize this information when analyzing several examples of ethical situations.</p>	<p>Big I NH Classroom or Virtual</p>
<p>11/30/2022 1 pm to 4 pm Member cost: \$58 Non-member cost: \$83</p>	<p><b>E &amp; O Roadmap to Policy Analysis - Part 2</b> Approved for 3 Producer CE in NH. Course # 483306 NH Prod</p>	<p>Newly developed E &amp; O course available for credit on your E &amp; O premium. This is the second of a two part program on how to analyze an insurance policy. It begins with a quick review of what was covered in Part 1. It then continues to review the policy parts including conditions, endorsements as well as the importance of punctuation; It continues with a review of insurance valuation &amp; insurance to value, named insured and additional insured status and ends with purpose &amp; importance of coordinating an insurance program.</p>	<p>Big I NH Classroom or Virtual</p>



DECEMBER 2022			
<p>12/2/2022 9 am - Noon \$25 including lunch Please register with Insurcomm</p>	<p><b>Ordinance or Law and Other Mysteries</b> Approved for 3 ME &amp; NH Producer CE and 3 NH MLA CE Course # 482477 for NH Prod; # 24949 for ME Prod; # 482478 for NH MLA</p>	<p>This three hour course will review what Ordinance or Law Coverage is, how important the coverage is for your clients and how you provide the coverage. We will review the personal and commercial lines endorsements available, how they can be used and what options are available. We'll also review some of the other coverages in personal and commercial lines that seem to be a mystery such as: the HO broadened home sharing endorsements; HO trust endorsements; HO green upgrades coverage; as well as various commercial property endorsements and forms such as utility services, protective safeguards and more!</p>	<p>Insurcomm Portsmouth</p>
<p>12/6/2022 9 am - 4 pm Member cost: \$243 Non-member cost: \$333</p>	<p><b>AAI 82 B - Other Commercial Insurance</b> Approved for 8 Producer CE in NH, ME &amp; VT. Course # 20081 for NH Prod; # 24351 for ME Prod; # 27799 for VT Prod</p>	<p>This full day course provides a review of Commercial Crime Insurance, Business Owners Insurance, Other Commercial Coverages and Workers Compensation and Employers Liability Insurance.</p>	<p>Big I NH Classroom or Virtual</p>
<p>12/7/2022 Noon - 1 pm Member cost: \$18 Non-member cost: \$30</p>	<p><b>LIVE WEBINAR!</b> <b>E &amp; O ALERT! Flood Insurance Losses</b> Approved for 1 Producer CE in NH Course # 6000122758</p>	<p>This one hour webinar will review another one of the fastest growing reasons for E &amp; O claims - Flood Insurance Losses. We will review what is causing this and some of the misconceptions about flood insurance.</p>	<p>Live Webinar</p>
<p>12/8/2022 - 9 am - 4 pm Member cost: \$243 Non-Member cost: \$333</p>	<p><b>AAI 81 A - Principles of Insurance</b> 6 CE Approved for Producers NH, VT &amp; ME and 6 CE Approved for Multi Line Adjuster in NH. Course # 19496 NH Prod; # 19497 NH MLA; #27796 VT Prod; #24348 ME Prod</p>	<p>This full-day course reviews insurance and the legal system, risk management and the producer, and sales and account development.</p>	<p>Big I NH Classroom or Virtual</p>

<p>12/13/2022 9 am - 4 pm Member cost: \$177 Non-member cost: \$232</p>	<p><b>ACSR 9 - Commercial Lines Related Coverages</b> Approved for 7 Producer CE in NH &amp; VT; 6 Producer CE in ME; 7 MLA CE in NH Course # 10511 for NH Prod; # 26508 for VT Prod; # ME17334 for ME Prod; # 19519 for NH MLA</p>	<p>This full day course will include a review of Workers' Compensation, Businessowners, Commercial Crime, Surety Bonds, Marine, and Commercial Umbrella coverages.</p>	<p>Big I NH Classroom or Virtual</p>
<p>12/14/2022 Noon - 1 pm Member cost: \$18 Non-member cost: \$30</p>	<p><b>LIVE WEBINAR!</b> <b>The Real Value of a Renters Policy</b> Approved for 1 Producer CE in NH &amp; ME Course # 6000122757 for NH Prod; # 23891 for ME Prod</p>	<p>This webinar will review the value to a tenant when they purchase a renter's policy. From the property to the loss of use to the liability coverage, we will review it all.</p>	<p>Live Webinar</p>
<p>12/15/2022 9 am - Noon Member cost: \$58 Non-member cost: \$83</p>	<p><b>Ethics - How to Protect Consumers</b> Approved for 3 Ethics CE for Producers in NH &amp; ME Course # 481695 for NH Prod; # 24581 for ME Prod</p>	<p>This three hour Ethics approved course will review the role of consumer protection in insurance, the regulations in place for NH &amp; ME, Federal Privacy Laws and finally the Unfair Trade Practices</p>	<p>Big I NH Classroom or Virtual</p>
<p>12/15/2022 1pm - 4 pm Member cost: \$58 Non-member cost: \$83</p>	<p><b>FEMA Flood Class including Risk Rating 2.0</b> Approved for 3 CE for Producers in NH, ME &amp; VT Course # 18151 NH Prod; # 25325 VT Prod; # 21858 ME Prod</p>	<p>This three-hour class meets FEMA Flood Class requirement for newly licensed individuals and also includes updates in an ever-evolving program for the seasoned individual. Come learn about the ins and outs of the NFIP as well as private flood insurance. It also includes a review of the latest changes to the program, including Risk Rating 2.0</p>	<p>Big I NH Classroom or Virtual</p>