



Illinois Association of Mutual Insurance Companies

# 2019 Underwriting Seminar

April 17, 2019

Doubletree Hotel  
10 Brickyard Drive  
Bloomington, IL

6 CE  
Applied For

08:00 a.m. - 03:45 p.m.

NEW

## Early Bird Rate

(Before 4/3/19)

\$ 210.00\* Members / \$310.00 Non-Members

\*Only \$185 if you register online

Registration (On or After 4/4/19)

\$ 250.00 Members/ \$ 350.00 Non-Members



Continental Breakfast and Registration begins at 8:00 a.m. Course begin 9:00 a.m.

### Application in the Hot Seat (FRAUD)

Committing a deliberately deceptive act on an insurance application is illegal. Filing a false insurance claim or inflating an insurance claim is also illegal. One of our favorite attorneys will enlighten us on fraud areas in our industry, as well as what to do once it's discovered.

### Before Its Too Late (Discoverability of Files)

Knowing what can be brought forward in the event of insurance fraud is critical. It all starts with notes and documentation in the underwriting file. The goal of the underwriter is to foresee a potential claim before it happens. This course will identify valuable knowledge that will assure your company's due diligence.

### Give and Take (Working with our Agents)

The working relationship between the underwriter and the agent is crucial. Strong communication skills is what makes this relationship effective. This session will discuss what agents are seeking in the company's underwriting policy. We will discuss options of property rehabilitation to present to customers in an effort to secure the properties.

### Show and Tell (Pictionary Style Roundtables)

This Roundtable will be exciting and interactive. During the roundtables, a moderator will present photos of properties for underwriting discussion. After reviewing suggestions and findings, the moderator will encourage discussion throughout the room to obtain even more insight from others. Unique risks sometimes are challenging for an underwriter. We will help you overcome these obstacles.

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

Company Name \_\_\_\_\_

City, ST, Zip \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Special Dietary/Accommodations Request: \_\_\_\_\_

Check # \_\_\_\_\_ payable to IAMIC. ...Credit Card payment only accepted by calling IAMIC office.

Total Due: \_\_\_\_\_ attendees Before 4/3 - \$210/\$310 \$ \_\_\_\_\_ On or After 4/3 - \$250/\$350 \$ \_\_\_\_\_

TOTAL \$ \_\_\_\_\_



Special Room Rates....\$ 119.00 + Tax  
IAMIC Guest Cut off Date is April 2, 2019  
Reserve your room TODAY - 309.664.6446

\*ALL CANCELATIONS WILL BE SUBJECT TO A \$6.50 fee. Refunds will be made according to the following schedule: Full Refund \* thru 3/17  
50% \*refund 3/18- 04/03 No Refund after 4/04

Please register online to **SAVE \$25**  
[www.iamic.org](http://www.iamic.org) or mail form to:  
IAMIC  
PO Box 116 Ohlman, IL 62076  
Fax form to: 888-403-0935

To preserve the professional business environment, no one under age of 14 will be allowed to attend IAMIC functions, unless invited by a special events.