



4D Group

## Liability / Casualty Workshop

### Who would benefit?

This workshop is aimed at delegates who have been handling commercial insurance for 2/3 years. It will build on existing knowledge of liability insurance by studying the particular issues surrounding this class of business. Through the use of case studies this workshop will prove equally beneficial for account handlers and also claims staff.

### Objective

We will recap on the main sources of liability and discuss current market issues. We will be looking at some of the reasons why handling this class of business is different to other major classes of business, such as property.

We will then examine policy wordings and definitions and will explain the alternative covers available to the client, with particular discussion regarding the advantages and disadvantages of 'claims made' and 'losses occurring' covers.

The Workshop will include discussion on how to select Limits of Indemnity we will also look at some of the more common extensions available.

We will look at how the policy works when a claim arises, and this will include two case studies where the various headings of damages will be calculated.

Throughout the Workshop, we will discuss how the information obtained from the client is used by the Underwriter to assess the risk and we will show how this can affect the level of rating to be applied. Although we will be concentrating on Employers / Public / Products for much of the day, we will also discuss other liability covers, including PI, D&O and Product Guarantee

### Content

Understand the need for liability insurance, the main sources of liability, the main provisions of cover and the main hazards encountered

- Review typical policy covers, conditions and restrictions
  - Scope of Cover
  - Period of Insurance Territorial Limits
  - Limit of Indemnity
- Outline the basic elements of underwriting considerations and basis of liability rating
  - IBNR
  - Triangulation
- Special liability protection covers
  - Retrospective cover
  - Professional Indemnity
  - Directors' and Officers'
  - Legal cost and expenses
  - Environmental Liability
  - Product Guarantee (including product recall)
  - Financial Loss
- Principles governing the award of damages
  - Liquidated and Unliquidated
  - Special & General
- An appreciation of Risk Management and loss prevention

### Duration

One day

### Pre-requisites

Handling commercial insurance for 2/3 years is desirable