

# UNDERWRITING BOOT CAMP



## WEEK TWO: INTERMEDIATE TRAINING

GEORGIA STATE UNIVERSITY BUCKHEAD CENTER IN ATLANTA, GA

OCTOBER 16-20, 2017

### PROGRAM OVERVIEW

WSIA Underwriting Boot Camp, Week 2: Intermediate Training is designed to advance technical underwriting competencies and professional development of new underwriters. WSIA educators and professionals will incorporate their industry knowledge, review actual submissions and case studies, drive team discussions, and foster individual decision-making in this interactive learning experience.

### PARTICIPANTS CAN EXPECT TO:

- Build a framework and thought process for analyzing and assessing risk
- Become familiar with Property and General Liability forms used to customize coverage, as well as ancillary lines of business
- Develop an understanding of underwriting issues related to specific classes of business
- Learn to understand and apply company underwriting guidelines
- Discover marketing and sales techniques and approaches

### WEEK TWO TARGET AUDIENCE

Week 2 requires a fundamental knowledge of common General Liability and Property forms and coverage. Individuals should be new to or moving into a decision making role for new business and/or renewal account underwriting.

Please note: Week 2 is designed to be a self-contained learning experience; participation in Week 1 is not a prerequisite. However, individuals who completed Week 1 will find Week 2 to be an excellent complement to the Week 1 training.

### TUITION

WEEK TWO ..... \$995

Tuition includes:

- Lunch Monday - Friday
- Classroom supplies
- Flash drive with electronic access to instruction materials. **Note: Laptops are strongly recommended. Printed materials will not be provided.**
- Daily parking at Georgia State University Buckhead Center

### ACCOMMODATIONS

WSIA has arranged a discounted hotel rate of \$179/night + taxes and fees at the Courtyard by Marriott Atlanta – Buckhead

[Click here](#) to make your hotel reservations. Please note hotel costs are not included in tuition fees.

### CLASS OF BUSINESS UNDERWRITING TOPICS INCLUDE:

- Habitational
- Artisan & General Contractors
- Restaurants, Bars & Taverns
- Lessor's Risk
- Vacant Buildings
- Hotels/Motels
- and more!

**IF YOU WOULD PREFER TO REGISTER VIA PAPER FORM AND PAY BY CHECK OR CREDIT CARD, PLEASE CONTACT DENISE MARSHALL AT DENISE@WSIA.ORG OR (816) 799-0851.**