

# SILA: Commercial Coverages

---

## Course Description

Commercial lines producers start work every day knowing they may encounter a business class they have never written before. This course covers 8 different specialized topics that can baffle newbies, while affording seasoned agents a niche market.

- Surplus Lines, Reinsurance, Crime & Terrorism
- Business Interruption & Equipment Breakdown
- Professional & Cyber Liabilities

## Part 1 Surplus Lines, Reinsurance, & Terrorism Coverages

### Chapter 1 Surplus Lines Insurance

History of Surplus Lines Market; Specialty Lines Insurance; Lloyd's; Regulation of Surplus Lines; Producer Concerns

### Chapter 2 Reinsurance

History of Reinsurance; Reasons of Reinsurance, How Reinsurance Works

### Chapter 3 Terrorism Insurance

Introduction; Terrorism Insurance; Federal Terrorism Regulation; Definitions; Mandatory Offer of Coverage; Conditions of Coverage; How Terrorism Losses are Shared; Terrorism Insurance Coverage; Impacts of Terrorism on Insurers and Reinsurers

## Part 2 Crime & Time Element Coverages

### Chapter 4 Crime and Surety Coverages

Crime Insurance, Commercial Crime Endorsements, Crime Policy Terms and Conditions, Suretyship, Crime and Bond Claim Examples

### Chapter 5 Business Interruption Insurance

Introduction, Business Interruption Considerations, Business Income (and Extra Expense) Coverage Form, Endorsements and Optional Coverages

### Chapter 6 Equipment Breakdown Coverage

Introduction, Standard Property Exclusions, Coverage

## Part 3 Professional & Executive Liability

### Chapter 7 Professional Liability Fundamentals

Professional Liability Fundamentals; Professional Relationship; Liability Coverage Forms

### Chapter 8 Professional Liability Coverages

Errors & Omissions (E&O) Liability Insurance; Directors & Officers (D&O) Liability Insurance; Employment Practices Liability (EPL) Insurance

### Chapter 9 Other Business-Related Liability Coverages

Cyber Liability Insurance; Identity Fraud Insurance; Employer's Liability Insurance