

The following seminars are open for registration. [See](#) website description for additional information and costs. Save \$25 if you register by the early bird dates shown. New Seminars are added regularly so be sure to check back.

[Insurance Induction](#) (21, 24, 28 February, 2012 & 2 March, 2012) This four morning in-depth seminar taught by industry professionals is intended to provide a good overview of the Bermuda Insurance Market starting with the basics of insurance and then delving into more specific topics. Topics to be covered include: Development of the Bermuda Market; Insurable Risks, Perils, Hazards, Subrogation & Utmost Good Faith; Lines of Business; Underwriting, Broking & Claims; Life Insurance Products; Reinsurance; Captives, the Insurance Marketplace & Bermuda's Role in Global Insurance. This is a new merged Induction seminar and is designed for both new employees and affiliated professionals ie: accountants, bankers, lawyers or insurance employees with two or more years experience in the industry.

[Understanding the Basics of US & International Financial Institution Insurance Programs: How They Work, Common Issues and Claim Trends](#) (14 March, 2012) This presentation will provide a general background regarding the various types of professional lines and other coverages provided to financial institutions relating to business risks, including a discussion of how these complicated programs are set up, how the various coverages are combined to work together and other unique features. The presentation will also cover current claim trends in relation to financial institutions including the latest developments with subprime-related litigation, ongoing investigations and lawsuits filed by the FDIC, fund D&O litigation, and recent FI coverage decisions. Presenters: [Eric Scheiner](#) and [Edward Smerdon](#), Sedgwick LLP. *Early Bird Date:* 29 February, 2012

[Liability Coverage Analysis – Common Exclusions](#) (15 March, 2012) This seminar on is intended to introduce participants to the basics of claims handling for liability claims. Topics to be covered include: common terms; coverage analysis; who is the insured?; policy terms and limits; coverage agreement: ultimate net loss & damages; types of policies - occurrence, claims made, occurrence reported and triggers. Target Audience: This seminar is designed for anyone interested in a brief but thorough discussion of these topics. It is particularly appropriate for claims personnel, brokers, underwriters, captive managers, lawyers, accountants and regulators. *Early Bird Date:* 1 March, 2012

[FASB & IASB: Insurance Contracts Standard](#) (12 April, 2012) The presentation will discuss the background of the insurance contracts standard; explain the general concepts of the insurance contracts standard; describe the building block and premium allocation approaches decided by FASB and IASB and highlight the differences between the two standards. *Early Bird Date:* 29th March, 2012

[The 5 Choices to Extraordinary Productivity](#) (25 & 26 April, 2012) provides a solution, which is supported by science and Franklin Covey's research and experience with productivity, that will not only produce a measurable increase in productivity, but also provide a renewed sense of engagement and accomplishment. Target Audience: Anyone who wants to measurably increase their productivity through a process which enables participants to make more selective, high-impact choices about where to invest their valuable time, attention and energy. Offers a new mindset about your roles, effective weekly and daily planning, technology mastery and energy renewal for truly extraordinary achievements. *Early Bird Date:* **Save \$50** if register by 4 April, 2012

For a description of these and future seminars, once in our website, just hover over the title or click into specific topic. You can also send information to another using the “**Tell a friend about this**” function (nb: you have to open up the specific seminar or workshop for that).

NEW FEATURE: HR and Training Departments can proxy register their staff for seminars, classes and exams. Just put in their email address and our system will let you know if they in our Student Registration system. If they are not, you can set them up in a few easy steps.

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Please distribute this email to your staff, colleagues and anybody else who may be interested and as always, if you have any questions, need some more information or would like course counseling please feel free to contact us at register@bii.bm or tel: 441-295-1596.