

## Personal Lines Insurance Advanced Studies Designation (PLIAS)

Designed to provide an experienced insurance professional with a self-designed advanced designation program. The program includes core mandatory courses, webinars, physical classes as well as a case study/final. Total number of CE provided for this designation is 48 hours as the program is designed to be taken over two CE compliance periods.

### Components of the program (more will be added as developed)

#### CORE (MANDATORY) CLASSES – TOTAL OF 12 HOURS

- 1) Ethics approved class – 3 hours
- 2) E & O Class Roadmap to Policy Analysis – Part 1 – 3 hours
- 3) E & O Class Roadmap to Policy Analysis – Part 2 – 3 hours
- 4) Advanced NH Laws Class (also ethics approved) – 3 hours

#### WEBINARS – These serve the basis for the student's concentration – TOTAL 9 HOURS

Pick a maximum of nine. Can include recorded or live Webinars on Webinar Wednesday. These are all one hour in duration.

2005 PAP Changes	Personal Articles Floater or HO Endorsements – What's the difference?
Basics of Homeowners (HO)	Personal Auto Coverage Concerns
Basics of Personal Auto	Personal Auto Policy (PAP) Endorsements
Basics of Personal Umbrella	PAP Coverage Concerns
Boats	PAP Liability Coverage
BOP vs Dwelling	PAP Physical Damage Coverage
Businesses in the Home	PAP Hidden Dangers
Car Rental Concerns	Personal Lines HO Section II Liability Coverage
Checklists & Other Aids – Why Should We Use Them?	Personal Lines Toys!
Claim Laws	Rainy Days Ahead – Do you need an umbrella?
Condos	Reviewing PAP Exclusions
Drones, Uber, Airbnb, Oh My!	Reviewing HO Section I – Property
HO 1991 vs 2000 vs. 2011 Forms	So Your Insured is Having a Party...
HO Endorsements Round 2	Surplus Lines
HO Coverage Concerns	The Real Value of a Renter's HO Policy
Ins & Outs of Property Valuation	The Scoop on Loss Assessments
Insuring Condoes & Duplexes – HO or Master Policy	What is vacant land & Other Personal Lines Oddities
Most Commonly Used HO Endorsements	Why are Policy Edition Dates So Important
New Home Sharing Endorsements	

## CLASSES – Advanced Studies – Total 24 hours

8 half-day (3 hour) courses – Mix and match from these three-hour programs.

A Plethora of Personal Lines
Advanced Homeowners Analysis Part 1 – E & O Gaps, Tips
Advanced Homeowners Analysis Part 2 – E & O Gaps, Tips
Advanced Homeowners Endorsements – E & O Gaps, Tips
Advanced Inland Marine Exposures – E & O Gaps, Tips
Advanced Personal Auto Analysis – E & O Gaps, Tips
Advanced Personal Umbrella Analysis – E & O Gaps, Tips
Boats
Claim Handling 101
Common Personal Lines Endorsements
Hot Potatoes in Personal Lines
Insuring Wills and Trusts
Miscellaneous Personal Lines Exposures – Part 1
Miscellaneous Personal Lines Exposures – Part 2
Personal Lines Issues

## CASE STUDY/FINAL

In-depth case study provided for review with Judy Durst, Director of Education. Analysis requirements as well as a list of questions will be provided to the student. This will be a virtual 3-hour program.