

Consolidated Appropriations Act (CAA) No Surprises Act, Transparency and Broker Compensation Disclosure Updates (9:00 to 9:55 AM)

This course provides an overview of the Consolidated Appropriations Act (CAA) provisions of Title I and Title II, which covers the No Surprises Act and Transparency Provisions of the CAA, as stated in the Interim Final Rule and its applications to plans and issuers, as well as an overview of the CAA's Broker/Consultant Compensation Disclosure requirements (rules pending). We will discuss the background of the No Surprises Act and summarize the elements of the interim final rule. We will also discuss the applications and potential conflicts with self-funded reference-based pricing plans, the notice requirements, and interaction with existing state laws. We will also provide details on the broker/consultant compensation disclosure provisions of the CAA, including the content of agent disclosure, and services included.

Cyber Risk & Security (10:00 to 10:55 AM)

This session examines Cyber Security topics. Introduction to basic Cyber Security tactics and cyber-attack defense principles. Cyber best practices and insurance consideration.

Learning Objectives:

- Cyber Security Defense Techniques | OSI Layers of Technology
- Type of Cyber Attacks
- Best Practices/ Defense Against Attacks
- Cyber Insurance

Mergers and Acquisitions and the Impact on Insurance Clients (11:00 to 11:55 AM)

Agents will gain an understanding of the importance client retention plays when merging or acquiring or selling. The long-term success of changes in ownership is based on effective client service and support throughout the owner transfer process. With proper practices the impact of changes in ownership can be a WIN WIN for clients as they gain more service and support and the retiring or selling owner knows their client's will be a priority. Licensees will learn how client's needs can be successfully addressed when proven processes, tools and techniques are used to manage the changes over time with an effective succession planning approach. Licensees will learn the key points to consider when engaged in succession planning. Finally, agents will learn best practices when they transition out of the business including how vital a client communication plan is to minimize client turmoil and maintain coverage as well as how to transfer service and support to another agent.

Working with Workers Compensation (1:30 to 2:25 PM)

This webinar will help brokers learn the basics of the workers' compensation product and how it can enhance their book of business. This product will complement their portfolio and will be a value to their clients. Workers' compensation is required by law for all employers.