



Tuesday, March 10
11 am PDT / 12 pm MDT
1 pm CDT / 2 pm EDT

Key Insurance (Property & Casualty) Issues for Component Manufacturers

Join the SBCA Workshop Series where SBCA legal counsel Kent Pagel will be providing an overview of the Key Insurance (Property & Casualty) Issues, often mandated by regulatory practices and a critical part of the competitive landscape for Component Manufacturers. In this workshop and in future workshops on this topic, Kent Pagel will cover the following areas:

The Important Basics of Property & Casualty Insurance	Things to Know About Professional Liability Coverage
How to Review and Negotiate Customer Contract Insurance Requirements	Settlement of a Claim under the Commercial General Liability Policy
Understanding Deductibles and Self-Insured Retentions	When and How to Respond to Reservation of Rights Letters
Deconstructing Insurance Coverage Issues	Right to Select Independent Counsel Under the Commercial General Liability Policy
Claims Checklist	When to Involve Legal Counsel on Insurance Policy and Coverage Issues
What to Know About the Professional Services Exclusionary Endorsement	Understanding Owner and Contractor Controlled Insurance Policies
Use and Utilization of Your Insurance Broker	

Workshop Schedule – This 1¼ hour workshop will be held on **Tuesday, March 10** at **11am PDT/12pm MDT/1pm CDT/2pm EDT**. Truss Technician Training (TTT) recertification credit, continuing education credit (CEU) and professional development hours (PDH) are available.

Workshop Cost – Component manufacturing companies that attended BCMC in Charlotte, NC in 2014 can attend this session for FREE. SBCA component manufacturer members receive a discount and pay by location so multiple employees can participate at one cost. The member cost is \$30 per location; the nonmember cost is \$60 per person. For more information, visit: <http://sbcindustry.com/workshop>

Missed a Workshop? – Recordings of this workshop will be available online shortly after the presentation. The member cost is \$30 per person; the nonmember cost is \$60 per person.

[Thank you to our SBC Advertisers for Sponsoring the Workshops!](#)
This Workshop is sponsored by Alpine.



YES, I/we will attend the Workshop on Tuesday, March 10.
(Invoices will be mailed after the event. Cancellations must be received by Monday, March 9.)

Please list the names of everyone planning to attend – Thank you!

Your name(s): _____

Your company & email: _____

Please email your response to tkutz@qualtim.com by **Monday, March 9**
 or Fax to **608/274-3329**. Thank you! (If you have questions or would like to be removed from this list, respond to the above fax number or contact Trish at 608/310-6768.)