

# Commercial Insurance 101

Come learn about the legal basis for liability insurance and the necessity of property insurance. Discuss sales and marketing strategies to cross sell your current book of business and the challenges of building a book of business. This class is approved for 8 hours of P&C continuing education

- ➡ **Learn how to differentiate coverages**  
*Personal, professional and business liability*
- ➡ **General Liability made simple**  
*Learn how to read the policy using sample policies as reference*
- ➡ **Workers Compensation made simple**  
*Learn about current workers compensation law and how to read the policy*
- ➡ **Commercial Auto made simple**  
*Learn how to reduce business auto exposure using the policy as reference*
- ➡ **Commercial Property made simple**  
*Learn how to protect a business from property losses using forms as reference*
- ➡ **Learn how to complete Acord insurance applications for any business**  
*Acord 125 - Commercial Insurance Application | Acord 126 General Liability  
Acord 127/137 - Commercial Auto | Acord 130 - Workers Compensation  
Acord 140 - Commercial Property | Business Owner Policies | Package Policies*

Upcoming Class Dates and Locations - 9am to 5pm

San Diego- July 24th | September 25th  
Anaheim - June 26th | August 21st

**FREE CLASS VOUCHER**  
**GUARANTEED ENROLLMENT**

**Call 800-724-5661 to register or BRING VOUCHER TO CLASS**