



## Fall 2017 Continuing Education Seminars

The FMI Learning Center is proud to offer the following spring classes to our agents and producers. Attendees of each class will earn 3 New Jersey CE credits.

### Workers Compensation and Employers Liability (88899279)

Presented by Steve Lyon, CPCU, CIC, ARM, AAI, AIS

Many Insurance professionals and their clients feel the 8 page Workers Compensation policy is one of the simplest to understand and easiest to write—nothing could be further from the truth! After we dispel the rumor that all Work Comp policies are the same, this class will explore the extra-territorial coverage provided (and not provided) by this complex policy and review specific claims examples which illustrate and explain the meaning of “coming and going”, “arising out of and during the course of employment”, “international coverage”, “Other States coverage” and “Employers Liability Claims”. This class takes what is perceived to be a mundane ordinary policy and brings it to life!

### Additional Insureds vs Contractual Liability (88899280)

Presented by Steve Lyon, CPCU, CIC, ARM, AAI, AIS

Probably two of the most understood topics in all of insurance. This class will take an in depth look at how these two completely separate coverage interact with each other, and why they are both critical to your insured’s risk management program. Often these two coverages are incorrectly lumped together in bid specs or contracts. We will explore the separate identities and uses of each one, and why the two coverages really have nothing to do with each other. Indemnitees are not insureds and indemnity agreements are not insurance. Additional insured’s are insureds and have considerable rights under the policy. Let’s set the records straight once and for all on the proper use and understanding of these important and often requested coverages.

### Seminar Dates & Locations

Date	Facility	Location	AM Code	PM Code
Sept 21	Fairfield Executive Inn	Fairfield	88899279	88899280
Sept 28	Hilton Garden Inn	Rockaway	88899279	88899280
Oct 4	Maggiano’s Little Italy	Bridgewater	88899279	88899280
Oct 10	Ramada	Toms River	88899279	88899280
Oct 12	Marriott	Saddle Brook	88899279	88899280

### Class Schedule

8:30 am	Morning Registration	12:30 pm	Afternoon Registration
9:00 am	Workers Comp & Employers Liability	12:45 pm	Additional Insureds vs Contractual Liability
12:00 pm	Lunch Buffet	3:45 pm	Conclusion

**Classes are offered to Franklin Mutual Producers only.**

As in the past, we are offering both seminars for a \$25.00 per student, tax-deductible donation to *Special Olympics New Jersey*. Please make your checks payable to **SONJ**.

**For more information, please contact the FMI Learning Center at 800-842-0551 x8207.**

**Directions and additional registration forms are available at [www.fmiweb.com](http://www.fmiweb.com).**

*In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and to make any special request for accommodations for that disability at least 2 weeks in advance of the seminar you wish to attend.*



## Fall 2017 Continuing Education Seminars

### Registration Form

#### Student Information

Last Name \_\_\_\_\_ First Name \_\_\_\_\_ M.I. \_\_\_\_\_  
*Name as it appears on your producer license.*

Name on Name Tag \_\_\_\_\_ Email \_\_\_\_\_  
*Registration confirmation will be sent to this address.*

NJ Producer License # \_\_\_\_\_ (required for CE credits)

#### Agency Information

Agency Name \_\_\_\_\_ FMI Agency Code \_\_\_\_\_  
*Mailing of your certificate might be delayed without this code*

Agency Mailing Address \_\_\_\_\_

Business Phone \_\_\_\_\_ Business Fax \_\_\_\_\_

#### Attendance Information

##### Select the seminar date and location you wish to attend:

\_\_\_ Thursday, September 21<sup>st</sup>                      Fairfield  
\_\_\_ Thursday, September 28<sup>th</sup>                      Rockaway  
\_\_\_ Wednesday, October 4<sup>th</sup>                      Bridgewater  
\_\_\_ Tuesday, October 10<sup>th</sup>                      Toms River  
\_\_\_ Thursday, October 12<sup>th</sup>                      Saddle Brook

##### Select the class(es) you wish to attend:

\_\_\_ Morning              Workers Compensation & Employers Liability              # 88899279  
\_\_\_ Afternoon              Additional Insureds vs Contractual Liability              # 88899280

##### Will you be joining us for lunch?

\_\_\_ Yes                      \_\_\_ No

#### Registration Information

- Mail this registration form along with your \$25.00 tax-deductible donation to SONJ to:  
Franklin Mutual Insurance Company  
PO Box 400  
Branchville, NJ 07826
- You may sign up for either one or both classes for the same \$25.00 donation.
- Please fill out a separate registration form for each student.
- You will receive an email confirmation at the address provided above.
- Please try to provide at least 5 days notice if you are unable to attend.
- Please dress comfortably and bring a sweater or a jacket for your comfort.

**For more information, please contact the FMI Learning Center at 800-842-0551 x 8207. Directions and additional registration forms are available at [www.fmiweb.com](http://www.fmiweb.com).**



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#### **Fairfield Executive Inn**

216-234 Route 46 East  
Fairfield, NJ 07004  
Phone: 973-575-7700  
[www.bestwestern.com](http://www.bestwestern.com)

#### **Hilton Garden Inn at Rockaway**

375 Mount Hope Ave  
Rockaway, NJ 07866  
Phone: 973-328-0600  
[www.hilton.com](http://www.hilton.com)

#### **Maggiano's Little Italy at Bridgewater**

600 Commons Way  
Bridgewater Twp., NJ 07887  
Phone: 908-547-6045  
[www.maggianos.com](http://www.maggianos.com)

#### **Ramada Inn at Toms River**

2373 Route 9  
Toms River, NJ 08755  
Phone: 732-905-2626  
[www.ramada.com](http://www.ramada.com)

#### **Saddle Brook Marriott**

138 New Pehle Ave  
Saddle Brook, NJ 07663  
Phone: 201-843-9500  
[www.marriott.com](http://www.marriott.com)