



STATEWIDE  
UNDERWRITING SERVICES

# Get Your Continuing Education Credits With Us!

## ISO BOP: THE GOOD, THE BAD & THE UGLY

The ISO BOP contains many coverages, endorsements, terms, and conditions that work extremely well, however, the complexity of the actual policy is often misunderstood and can subject an agent to an E & O exposure. This course will break down and examine the ISO BOP, its contents, its endorsements, and how the policy has worked in various claims scenarios (actual court decisions).

APPROVED FOR 8 NEW YORK CE CREDITS FOR PC & BR CLASS OF LICENSE.

Please Note: This is NOT a bridge course. The full day must be attended to receive credits; no partial credit will be issued.

We're pleased to offer **TWO** opportunities for Mid-Hudson Co-Op, Claverack, and Midrox agents to earn Continuing Education credits through our annual seminar program.

➔ **Thursday, Sept. 10th**  
**Hilton Garden Inn Troy Sage II Ballroom**  
235 Hoosick St., Troy, NY 12180

➔ **Thursday, Sept. 17th**  
**Walden Firehouse Social Hall**  
230 Old Orange Ave., Walden, NY 12586

Please choose only one of the above dates to attend when registering for this event.

### Instructor: IVAN E. COHEN

*Ivan E. Cohen RF, ARM, CRM, CIC, AAI, MLIS, CRIS, CPIA, has served as an expert on insurance matters for the NYS Department of Financial Services on the Insurance Exam Review Committee and Prometric's national insurance test development. He was a senior adjunct professor at Westchester Community College, as well as an instructor for the Risk and Insurance Management Society, The National Alliance for Insurance Education & Research, Professional Insurance Agents of New York, Connecticut, and New Jersey, and Independent Insurance Agents and Brokers of New York, Inc. He is a member of the Global Risk Management Institute, an associate member of the Risk and Insurance Management Society, and is a RIMS Fellow. He also serves as a litigation consultant and expert witness through the Insurance Education Corporation, and is a contributing insurance columnist for Risk Management Magazine.*

### Agenda

7:30 a.m. – Registration & Refreshments  
8:15 a.m. – Welcome: What's New at Statewide  
8:30 a.m. – **AM Session**  
Noon – Lunch  
1:00 p.m. – **PM Session**  
4:30 p.m. – Summary & Conclusion

As always, our agents will enjoy a catered continental breakfast, a full luncheon, and our traditional afternoon ice cream social break.

### Registration Form

**Please register by Sept. 4th! Fill out form below and return by mail, email, or fax.**

Mail: Statewide Underwriting Services, 220 Harborside Drive, Suite 203, Schenectady, NY 12305

Email: adagg@swus.com • Fax: 845-457-5023

Name: ..... Phone: .....  
(Please use name as spelled on PC/BR-Lic.)

Email: ..... Last 4 digits of SS#: .....

Agency: .....

PC and/or BR License#: ..... Seminar Date/Location: .....

**Cost: \$45 per person** (one application per person) • **Please make checks payable to Statewide Underwriting Services.**

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