

# A NEW AGENT TRAINING SOLUTION

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## FAQs

### WHO WILL BENEFIT FROM THE BASICS AND BEYOND TRAINING?

This Big "1" Virtual University training series is appropriate for agents with a wide range of experience levels. The "Basics" bundle offers four sessions that will help newer professionals – those just licensed or with 1-2 years' experience – skip over the "accidental" learning that comes during the first few years practical work experience. The "Beyond" bundle offers four sessions that covers topics and content important to agents at all stages of their careers.

#### The **Basics** Sessions:

- Risk, Risk Management and Insurance: Why Agents Are NOT Risk Managers (3 hours)
- Understanding the Insurance Industry: From Regulations to Operations (3 hours)
- The Law of Insurance Contracts and the 'Rules' of Policy Interpretation. (3 hours)
- Torts, Negligence and Legal Liability (3 hours)

#### The **Beyond** Sessions:

- The Basics of Contractual Risk Transfer, Additional Insureds and Certificates of Insurance (4 hours)
- Premium Auditing – What Every Agent Must Know (2 hours)
- The Basics of Commercial Property Underwriting and Rating: COPE (3 hours)
- The Basics of Property Values and Coinsurance Conditions (3 hours)

[Click here](#) for detailed descriptions for each session.

### DO I NEED TO TAKE SESSIONS IN A SPECIFIC ORDER?

No. You can take the classes in whatever order works best for you. The classes are bundled into four "Basics" sessions, four "Beyond" sessions, an eight-session series, or as single sessions.

### CAN I REGISTER FOR A SINGLE SESSION?

Yes. All "Basics and Beyond" courses are available for purchase as single sessions although our bundles will save you money.

### I'M INTERESTED IN TAKING THE "BASICS AND BEYOND" COURSES. WHAT ARE MY OPTIONS?

The courses are offered through the Agents and Brokers Education Network (ABEN) network with an onscreen instructor, displayed material to follow along and Q&A opportunities. This unique presentation style makes the classes more interesting, engaging and an all-around enhanced learning experience. The Basics and Beyond information is available live, through video on-demand and with and without CE credit.

## Live

Just like a traditional seminar, you get full credit for your time and attendance. You can even ask questions and get answers during the live event. There is no test. Attendance is verified through participation.

## Video On-Demand

For all on-demand classes, ABEN users can pause the viewing and can even closeout and reopen the viewer and the program will remember where the session left off. This does NOT apply to live webcasts which are aired at a specific date and time.

## Continuing Education

CE may be offered for the "Basics and Beyond" classes. Please [click here to select your state](#) and check the online catalog for your state's continuing education approval information and requirements. If your state association does not offer the courses a [Non-CE catalog](#) is available to benefit from the information presented.

## DO I NEED TO BE A BIG "I" MEMBER TO REGISTER?

No. Nonmembers can certainly register for these courses but being a Big "I" member does come with exclusive pricing benefits. Check your state catalog for complete details. Interested in joining the Big "I"? Reach out to your [state association](#) for details.

## I NEED HELP NAVIGATING THE ABEN PORTAL. WHAT SHOULD I DO?

Click on the Support tab on the ABEN webpage and search the FAQs area for a solution. You may also contact customer support at (877) 602-9877 or [via email](#). For questions about content, please email the [Big "I" Virtual University staff](#).

## WHO IS THE INSTRUCTOR?

The series is presented by Christopher J. Boggs, CPCU, ARM, ALCM, LPCS, AAI, APA, CWCA, CRIS, AINS. Chris is Executive Director of the Big "I" Virtual University and his current duties involve researching, writing, and teaching property and casualty insurance coverages and concepts to Big "I" members and others in the insurance industry. Chris' bio is [available here](#).

## I NEED HELP DETERMINING WHAT TRAINING MY NEW EMPLOYEE NEEDS. ARE THERE ANY TOOLS I CAN USE TO HELP DEVELOP A BASELINE KNOWLEDGE LEVEL FOR HIM/HER?

The Big "I" Virtual University offers select [Knowledge Assessments](#) that are based on ISO policy form knowledge.



Looking for **WELL-ROUNDED AFFORDABLE TRAINING** for new agents?

### NEW AGENT ONLINE TRAINING SOLUTION

#### TOPICS INCLUDE

- RISK
- REGULATIONS
- OPERATIONS
- LEGAL LIABILITY
- CONTRACTS
- CERTIFICATES
- COPE
- COINSURANCE
- AND MORE...



Easy, Affordable and at Your Own Pace.

[www.independentagent.com/basicandbeyond](http://www.independentagent.com/basicandbeyond)