



June 2013



Independent Insurance Agents and Brokers of Orange County

Quarterly Meeting on Wednesday, August 7, 2013

The IIABOC is offering two sessions this month, a 4-hour ethics course or a 2-hour fiduciary task management course. Classes to run simultaneously, **please choose only one.**

Yes, I'd like to register for the ethics class.

The Ethical Edge for the Insurance Professional

4-Hour CEU / Pending Approval with the DOI

The cornerstone of any successful business is a reputation of integrity and ethical behavior. This is especially true as agents, brokers, and insurance companies are intimately involved in protecting the assets of the customers they serve. As a result, members of our profession are held to a high standard of care in dealing with their clients, and they should be.

Attendees will have the chance to participate in a wide variety of group discussions and case studies which will reinforce the role each of them plays in delivering products and services in an ethical manner. By embracing a "right vs. right" attitude, agents and brokers will come away with a clear understanding of the role ethics plays in the insurance business.



Instructor

Chris Behymer, CPCU, ASLI, CIW
 Director of Business Development, Markel Corporation

Yes, I'd like to register for the fiduciary task management class.

Fiduciary Task Management PART 1: Insurance Fiduciary Duty

2-Hour CEU / Course Number: 7190

CA Dept. of Insurance requires P&C insurance agents & brokers to receive premium funds in a fiduciary capacity, not as owners of funds but "trustees" or "custodians" of funds. This is the essence of insurance fiduciary duty. Premiums and return premiums must be maintained in a separate "trust" bank account and disbursed only to their legal owners. Insurance agents and brokers are personally responsible for violation of fiduciary duty. Violations of fiduciary duty are punishable with a loss of business license and/or legal prosecution for theft as provided by law.

Fiduciary "task" includes all activities related to the carrying out insurance broker's fiduciary duty.

During this class students will learn about: meaning of "fiduciary" position, reason why it is mandated by law, fiduciary funds, investment opportunities, agency personnel's obligations, and more!



Instructor

Chris Marinescu
 Owner and Developer of Insurance Trust Account Technology
 President of Paulmar Group LLC

Register by Tuesday, August 6th to reserve your seat!

Please mail reservation form and check to: Independent Insurance Agents and Brokers of Orange County (IIABOC)
 1442 E. Lincoln Ave., PMB 441 - Orange, CA 92865-1934 Or pay online with a credit card at iiaboc.com
 Tel: (866) 921-6440 • Fax: (858) 408-2671 • iiab04@yahoo.com • iiaboc.com

Name: _____ CA License: _____

Company / Agency: _____

Address: _____

City, Zip: _____ Phone: _____

Email: _____ Total Enclosed: \$ _____

Credit Card Number: _____

Signature: _____ Exp: _____ / _____