

CPCU CONVENTION IN DENVER

The annual CPCU meeting in the "Mile High City" was a great success!

The convention was filled with networking and cutting-edge information. Talking with people, we discovered their biggest challenge was choosing from among the great educational seminars available to them. They wanted to attend them all!

Congratulations to the new CPCU designees. There were about one thousand that received the prestigious designation. Looking ahead, next year's convention will be in Orlando, Florida at the downtown Marriott (Orlando World Center), September 25-27th, so mark your calendars. It was great seeing everyone and we look forward to talking to you soon.

FEMA AND FLOOD INSURANCE PANEL

Our own Robert Swift participated in the FEMA discussion panel at the CPCU convention and answered lots of questions during and after the program. Here is a brief recap for your information.

What we learned about FEMA and flood insurance: Business income is not covered.

How do you provide BI for flood losses through a property market?

The National Flood Insurance Policy does not cover Business Income, so you must buy the coverage from a commercial property insurance company. There is usually a limit as to how much the company will provide for this peril, say \$5 million. If a larger amount is needed, then the insurance buyer usually has to go to an excess surplus lines company to purchase more protection. Flood is a defined term in the policy, so make it a point to read the coverage forms and definitions and make sure it includes back-up of sewers and drains.

Feel free to contact us if you have a question. We're here to help.

Call: 561.818.9194

email: info@bisimplified.com

AND THE WINNERS ARE...

Congratulations to our lucky CPCU winners:

One year's subscription to BISimplified.com:

- **James C. Smith**
Attorney At Law
Reno, Nevada



Cowpoke Contingency Plan:

- **Stephen Laskoski**
Commercial Lines Underwriter
Farm Family Insurance Company
Albany, New York

Break Free:

- **Douglas Tietjens**
Commercial Lines Senior Underwriter
Mutual Benefit Group
Huntingdon, Pennsylvania

Movie Mania:

- **Bruce Fisher**
Sales Executive, Western Region
American Institute for CPCU
Insurance Institute of America
Malvern, Pennsylvania

