

I N S U R A N C E
S E M I N A R S

INSURANCE



PROPERTY
& CASUALTY
BASICS



PARKER | SMITH | FEEK
REV. 03/05

INSURANCE



INSURANCE ADMINISTRATORS,
ESTIMATORS,
CONTRACT/LEASE ADMINISTRATORS



PARKER | SMITH | FEEK



PARKER | SMITH | FEEK

Parker, Smith & Feek provides instruction on a variety of topics related to the insurance industry at our offices in Bellevue, Washington.

Insurance 101 Property & Casualty Basics

This course is intended for those individuals who have little or no insurance experience and knowledge. It is designed to familiarize the non-insurance professional with fundamental areas of traditional insurance coverage accompanied by key terms and principals. The major areas dealt with are property insurance coverages, general liability insurance coverages, workers' compensation insurance, and others. Within the context of these major coverages, areas of importance such as named insureds, valuations and common exclusions; plus other areas of common misunderstanding or question.

The successful attendee will leave this seminar with a basic understanding of the structure of the more common standard insurance coverages, their function, and some of the common areas of confusion or contention.

Insurance 102 Insurance for Administrators, Project Managers, and Developers

This seminar builds upon a basic knowledge of the common fundamental insurance coverages. The seminar for administrators, project managers, and developers is designed for those individuals who may have primary responsibility for securing and monitoring insurance. Employees who have areas of responsibility that may impact insurance considerations are also encouraged to attend.

Insurance 102 deals with topics that frequently become areas of contention and confusion. Are you insured if you fail to get a certificate of insurance from a tenant, subcontractor or other party? How does a relationship between insureds and additional insureds impact coverage? Course of construction insurance, and limitations for this coverage that are often overlooked. Certificates of insurance, what they are, what do they do, and how to read them. Areas that can impact the premiums paid and how not anticipating those needs can generate insurance overhead that was not planned or budgeted.

Attendees will also go over materials to help them do a review and understand the insurance considerations with respect to leases, deeds of trust, construction contracts, etc. in the seminar as time permits.



Larry Wagner

Larry Wagner has designed and managed the insurance programs for many of Parker, Smith & Feek's most prominent clients. His particular area of expertise is insurance for commercial properties and construction. He has worked with contractor clients on many of their most challenging projects.

Mr. Wagner has extensive experience in advising clients on the exposures and attendant risk management of insurance-related issues of high-traffic public access facilities and construction operations, domestic and foreign.

Mr. Wagner has managed the insurance programs of properties whose insurance values, if combined, would total several billion dollars. Additionally, he works with clients in medical care, hospitality, manufacturing, and retail.

Mr. Wagner has more than 20 years of insurance industry experience. His career began with the Safeco Insurance Company in Commercial Underwriting. He was in the company's home office in Seattle when he joined Parker, Smith & Feek.

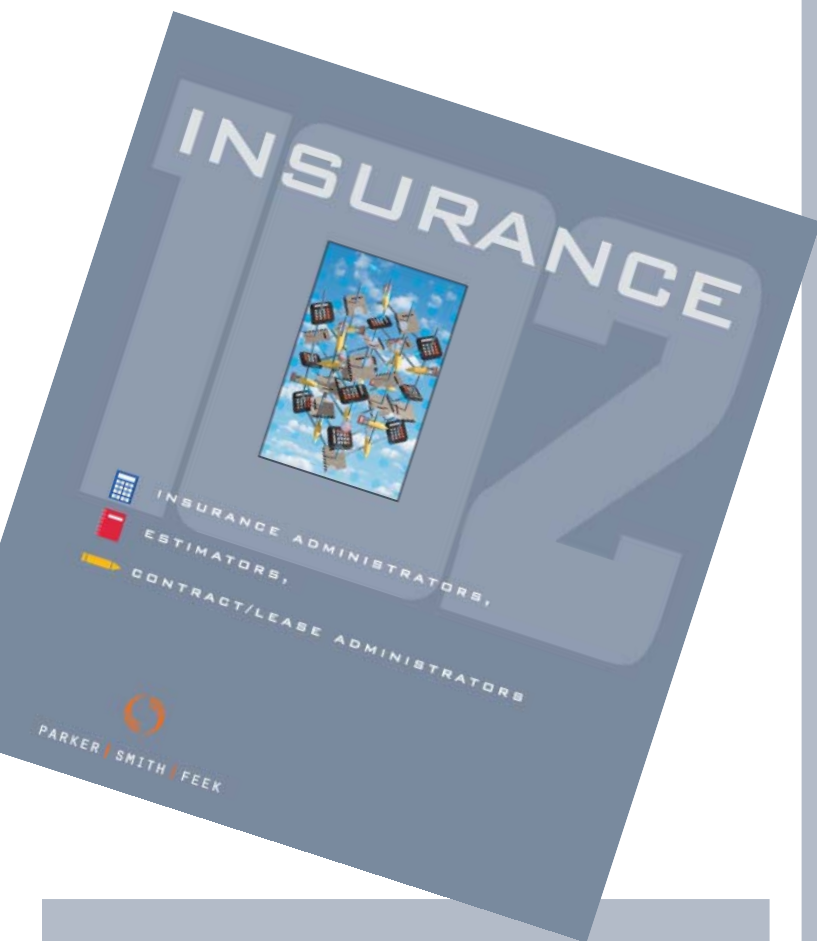
Mr. Wagner is active in the local business community in conducting insurance seminars for lenders, law firms, and businesses. He is an instructor for the BOMA Risk Management and Insurance course in their Real Property Administrator (RPA) professional designation program, as well as an instructor for the continuing legal education for the Washington State Bar Association and has served on the faculty for Law Seminars International.

Parker, Smith & Feek

Parker, Smith & Feek began as a sole proprietorship in 1937 and has grown to become one of the 100 largest insurance brokerage firms in the United States. Based in Bellevue, Washington the firm also has branch offices in Anchorage, Alaska and Portland, Oregon. The firm delivers risk management consulting services, business and personal insurance, employee benefits consulting, surety bonds, life insurance and estate planning.

We represent the leading insurance companies in the United States and work with the international insurance markets as well. The firm serves clients in 13 industry groups: technology, life sciences, real estate, construction, manufacturing, retail, healthcare, energy, forest products, food processing, environmental, financial services, and hospitality.

Our reputation for client service is legendary. We hire, train, compensate, and reward our employees based upon their ability to be available, effective, and responsive to our clients. We have invested in the technologies that give our clients access to us and to maximize our ability to communicate with them. Our clients' needs are our first priority.



Customized Insurance Seminars

These types of seminars are designed primarily for those with responsibility for the administration of or negotiations for contracts, leases, and deeds of trust. These seminars build upon and assume knowledge consistent with that information presented in the Property & Casualty Basics seminar and adds material specifically targeted to the perspective of the audience.

Past seminars have been designed for specific groups such as: clients, law firms, bar associations, bankers, real estate owners/developers associations, graduate level classes, insurance professional associations and have included topics such as:

Business Insurance & Real Estate Transactions

Pollution Exclusions & Endorsements

The State of the Insurance Marketplace & It's Impact

Property & Liability Insurance in Secured Transactions

Condominium Insurance Issues

The 11 Deadly Sins of Certificates of Insurance





Bellevue WA 2233 112th Ave. N.E. • Bellevue, WA 98004 • 425.709.3600 • 800.457.0220

Anchorage AK 4000 Old Seward Highway • Suite 200 • Anchorage, AK 99503 • 907.562.2225

w w w . p s f i n c . c o m