



# 2010 E&O Loss Control Seminar



**3.0 Hours Continuing Education Credit**  
**PLUS! 5% premium discount for Utica Policyholders**  
*See requirement chart below*

*During this program, Curt Pearsall will update agents and CSRs on the current E&O marketplace including claim trends. He will also review common E&O questions, how to protect yourself and your agency, and about the foundation of legal liability for an agent. Participants will also learn what to do and what not to do if they happen to be served with an E&O lawsuit.*

*Curtis Pearsall is President of Pearsall Associates Inc., a Risk Management Consulting firm specializing in helping agents protect themselves. He is the former SVP of Utica National's Agents E&O program where he oversaw their Underwriting, Marketing Services and Claims divisions from 1987 to 2009. Mr. Pearsall holds the following designations: CPCU, AIAF, ARM, AU and CPIA.*

<b>BISMARCK</b>	Tuesday, August 17	<i>Kelly Inn</i>
<b>MINOT</b>	Wednesday, August 18	<i>International Inn</i>
<b>GRAND FORKS</b>	Thursday, August 19	<i>Clarion Inn</i>
<b>FARGO</b>	Friday, August 20	<i>Expressway Suites</i>

*Registration/Check-in 8:30am      Classes will run from 9:00 am to Noon*

**COST:**    \$45 for PIA Members - \$35 each additional same agency  
              \$60 non-members      - \$50 each additional  
***Unexpected Walk-ins - add \$10***

**To Register:** Send the Registration Form below with your payment to:  
**PIA of North Dakota - 1211 Memorial Hwy, Ste.6 - Bismarck ND 58504**  
Questions? Phone (701)223-5025 \*\* Fax (701)223-9456

## 2010 E&O SEMINAR

Name: \_\_\_\_\_ NPN#: \_\_\_\_\_

Name: \_\_\_\_\_ NPN#: \_\_\_\_\_

Agency: \_\_\_\_\_ Address: \_\_\_\_\_

City/St/Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

Fax: \_\_\_\_\_ e-mail: \_\_\_\_\_

LOCATION: \_\_\_\_\_ AMT ENCLOSED: \_\_\_\_\_



## Premium Discount Information

These seminars are approved by Utica Mutual for a 5% renewal premium discount. The following table shows the required attendance by the applicable principals, owners, managers, and CSRs. Eligibility for the discount requires:

Staff size	1-3	One principal must attend.
	4-10	One principal and one CSR-type person
	11-20	One principal and two CSR-type persons
	21+	20% of staff

\*Staff size includes active owners, managers, and support staff.

***Come to both the E&O Loss Control Seminar in the morning and the Ethics Seminar in the afternoon and take \$15 off the cost for each person!***