



4D Training

## Commercial Insurance Introduction

### Who would benefit?

The course is designed for people who are new to a commercial insurance department. This course has proved particularly useful to people who have experience of personal lines and are now progressing to commercial insurance.

### Objective

To understand commercial lines and an outline of the cover available.

### Content

- Typical commercial client's insurance needs and the main classes of:
  - property
  - pecuniary
  - liability
- Underwriting considerations
- Main covers and restrictions of combined policies
- Examine claims scenarios and appreciate the implications for the client (by revisiting legal principles)

### Duration

One day

### Pre-requisites

It is assumed anyone attending this course has either attended or has the knowledge provided by:

Insurance: Introduction

### Suggested follow-on course

Commercial Property: Introduction

Business Interruption: Introduction