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EDUCATIONAL SEMINAR NOVEMBER 9 – 10, 2021

Breaking Bread Breaks With Tradition: Changing Restaurant Exposures



Cyber Coverages and Exposures

The Fraud World We Live In



Covid-19 Litigation, Exclusions, and Vaccines – What Do These Three Have In Common?

Sessions

DAY ONE – 11/09/2021

SESSION 1 (10:00 AM)

COVID-19 LITIGATION, EXCLUSIONS, AND VACCINES – WHAT DO THESE THREE HAVE IN COMMON?

Distilled to its simplest form, insurance provides security against risks of accidental losses. Insurance policies, regardless of form or type of coverage, exclude certain types of losses. If we have learned anything from recent history, it is that exclusions are like vaccines – they tend to be 90 percent effective. That begs the question – why? Why are some of the most clearly worded policy provisions deemed ambiguous? Why do some insureds claim they reasonably expected coverage for COVID-19 losses when the policy would appear to suggest otherwise? In this seminar we look at these and other related topics through a forward-looking lens to better prepare for the next pandemic.

SESSION 2 (11:15 AM)

THE FRAUD WORLD WE LIVE IN

Insurance fraud is a major concern, costing the insurance industry millions of dollars each year. These costs result in increased premiums to everyone who purchases insurance. Attendees will learn about the types of insurance fraud, and methods that can be used to combat the problem.

Sessions

DAY TWO - 11/10/2021

SESSION 1 (10:00 AM)

CYBER COVERAGES AND EXPOSURES

This program introduces the basic concepts of cyber insurance, and outlines ways to reduce risk of data breaches and computer system attacks. The presenter shares recent dynamics in the cyber marketplace including the proliferation of ransomware. In addition, statistics about data breaches and computer attacks are presented, and the monetary and non-monetary damages caused by cyber crime are explained. This segment also describes key features of cyber coverage forms currently available in the market.

SESSION 2 (11:15 AM)

BREAKING BREAD BREAKS WITH TRADITION: CHANGING RESTAURANT EXPOSURES

The COVID pandemic materially changed the restaurant business. In order to survive, restaurants were forced to alter their operations – adding curbside pickup, takeout, and delivery; offering socially distanced seating, enhanced cleaning protocols, and outdoor dining. This led to changes in the exposures insured. Some of these changes will be permanent, necessitating reunderwriting by insurers in some cases. This segment offers an overview of the evolving changes in restaurant operations and how this impacts coverage they have or may need to add.

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BREAKING BREAD BREAKS WITH TRADITION: CHANGING RESTAURANT EXPOSURES



Mary Beegle, CPCU
MSO, Inc.

Mary is a Senior Product Development Analyst working with the MSO team and member companies to develop tailored personal and commercial insurance products. She has been involved in the business of insurance since 1980 in a variety of roles ranging from underwriting to research, management, and executive functions. Mary is a CPCU. Through her insurance career she also attained AIS, ARe, AU, CIC, and CISR designations, and held a producer's license.

For nearly a decade before joining MSO, Mary ran her own freelance writing, editing, social media, and web collaboration company, helping clients "find just the right words" to promote their businesses. Today, those rich communication skills contribute to MSO's commitment to share knowledge and education within the insurance industry.

A house in Bedford, Pennsylvania, full of pets and books is both home and workplace for Mary.

Presenters

CYBER COVERAGES AND EXPOSURES



James Hajjar
HSB

James Hajjar currently serves as a Cyber Practice Leader in the Reinsurance Division at Hartford Steam Boiler Inspection and Insurance Company (HSB). In his role, Mr. Hajjar is responsible for identifying, developing, and marketing new insurance products as well as managing and enhancing the company's existing portfolio of cyber products. Mr. Hajjar has over 20 years of diversified financial services experience including roles at JP Morgan Chase and The Hartford.

Mr. Hajjar holds a bachelor of science degree in finance from Villanova University and a masters of business administration degree from Washington University in St. Louis.

Presenters

THE FRAUD WORLD WE LIVE IN



Evo Riguzzi
OptimaSIU

Evo Riguzzi, Jr. has professional experience in virtually every aspect of law enforcement. He is the owner and president of investigations for OptimaSIU, a national insurance fraud investigation company. OptimaSIU provides a variety of Special Investigation Unit services including compliance, training, and seminars.

Evo began his impressive career in 1968 when he was commissioned in the US Army as a military police officer. After leaving active duty, his civilian criminal law enforcement duties began when he became employed with the Internal Revenue's elite Internal Security Division as an inspector. While there, he handled several major investigations involving corruption of Internal Revenue Service employees.

Among his other accomplishments, Evo was awarded the Legion of Merit and the Bronze Star. He has provided anti-fraud technical advice to AIPSO, a servicing organization for commercial fleet policies. Evo earned his degree in sociology from Gannon College, he attended a variety of military police courses, and he graduated from the highly acclaimed US Army War College. He is a past vice president for the Insurance Security Association, and he served as chairman of the Insurance Fraud Committee for the American Society for Industrial Security.

Presenters

COVID-19 LITIGATION, EXCLUSIONS, AND VACCINES – WHAT DO THESE THREE HAVE IN COMMON?



C. Scott Rybny
Morgan & Atkins, PLLC

Scott Rybny chairs the Insurance Coverage and Extra-Contractual Liability Group at Morgan & Atkins, PLLC. For the past 20 years, Scott has been representing insurance carriers, agents, and TPA's before trial courts and appellate courts.

During that time Scott has developed a unique knowledge of the business of insurance across a wide spectrum of policy lines – from trade credit dispute to commercial general liability, farm, condominium, fiduciary liability, professional liability, trade credit, property, and commercial crimes policy. More recently, Scott has been extensively involved in various organizations covering the insurance coverage implications arising from the COVID-19 virus.

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as it once again presents its
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for 2021 and Rises to the Challenges
of the Current Times*

Sharon A. Ferrucci, Esquire
sferrucci@testalawyers.com

Justin R. White, Esquire
jwhite@testalawyers.com

424 Landis Avenue, Vineland, New Jersey 08360

Tel: 856.691.2300 | Fax 856.691.5655

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Property Report: Roofing & Property Attributes

Address	Zip Code	Geolocation Latitude	Geolocation Longitude	Roof Footprint (Sq. Ft.)	Primary Roof Type	Primary Roof Material	Roof Condition	Year Built	Number of Stories	Building Sq Ft.	Replacement Costs	Construction Type	Hall History Count	Risk Score: Hall	Risk Score: Rainfall
2224 West Southern Ave	85282	33.39323976	-111.9718689	17156	flat	polymembrane	poor	1983	1	16401	\$966,674	CONCRETE	2	2	3
17777 West Westar Dr	85338	33.32581684	-112.432095	12193	flat	polymembrane	fair								
1750 West Roller Coaster	85704	32.30188964	-111.0026195	32202	gable	shingle	poor								
1955 Assunta Way	95124	37.27157028	-121.9280582	3348	hip	shingle	poor								
1503 Alta Glen Dr	95125	37.29550146	-121.9096159	1166	gable	shingle	poor								
11590 Hawthorne Ave	92345	34.46125273	-117.3368619	4796	hip	tile	fair								
1907 Foxworthy Ave	95124	37.26752087	-121.924799	2373	gable	shingle	poor								
1932 Addisde Way	95124	37.24401656	-121.9258339	2520	gable	shingle	poor								
10721 Hickory Ave	92345	34.44554434	-117.3234337	2273	gable	shingle	poor								
10880 Maple Ave	92345	34.44831925	-117.3469906	3530	gable	shingle	poor								
10741 Araban Ct	92345	34.4459905	-117.3534213	1609	gable	shingle	poor								
10597 Hawthorne Ave	92345	34.44316753	-117.3365498	2853	gable	tile	poor								
1949 Laurinda Dr	95124	37.24667446	-121.9274017	2185	gable	shingle	poor								
1515 Darlene Ave	95125	37.2829578	-121.8977078	1964	gable	shingle	poor								
1555 Alkal Ave	95125	37.27506498	-121.8977723	3409	hip	shingle	poor								

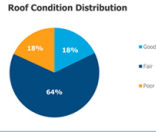


Property Risk Report: Executive Summary

Athenium Analytics determined the **average year built for these properties to be 1954**, with the average roof replacement cost to be estimated at **\$824,068**.

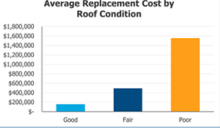
The most common makeup of the structures found across all properties was a **gable roof shape with shingle roof material** in fair condition with **no vegetative overhang**.

Athenium Analytics found that **80% of these properties have a wind risk of 7 or greater** indicating an elevated risk of strong wind.



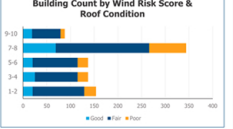
Roof Condition Distribution

Condition	Percentage
Good	18%
Fair	64%
Poor	18%



Average Replacement Cost by Roof Condition

Condition	Average Cost
Good	\$200,000
Fair	\$600,000
Poor	\$1,000,000



Building Count by Wind Risk Score & Roof Condition

Wind Risk Score	Good	Fair	Poor
9-10	10	10	10
7-8	10	10	10
5-6	10	10	10
4-5	10	10	10
3-4	10	10	10
1-2	10	10	10

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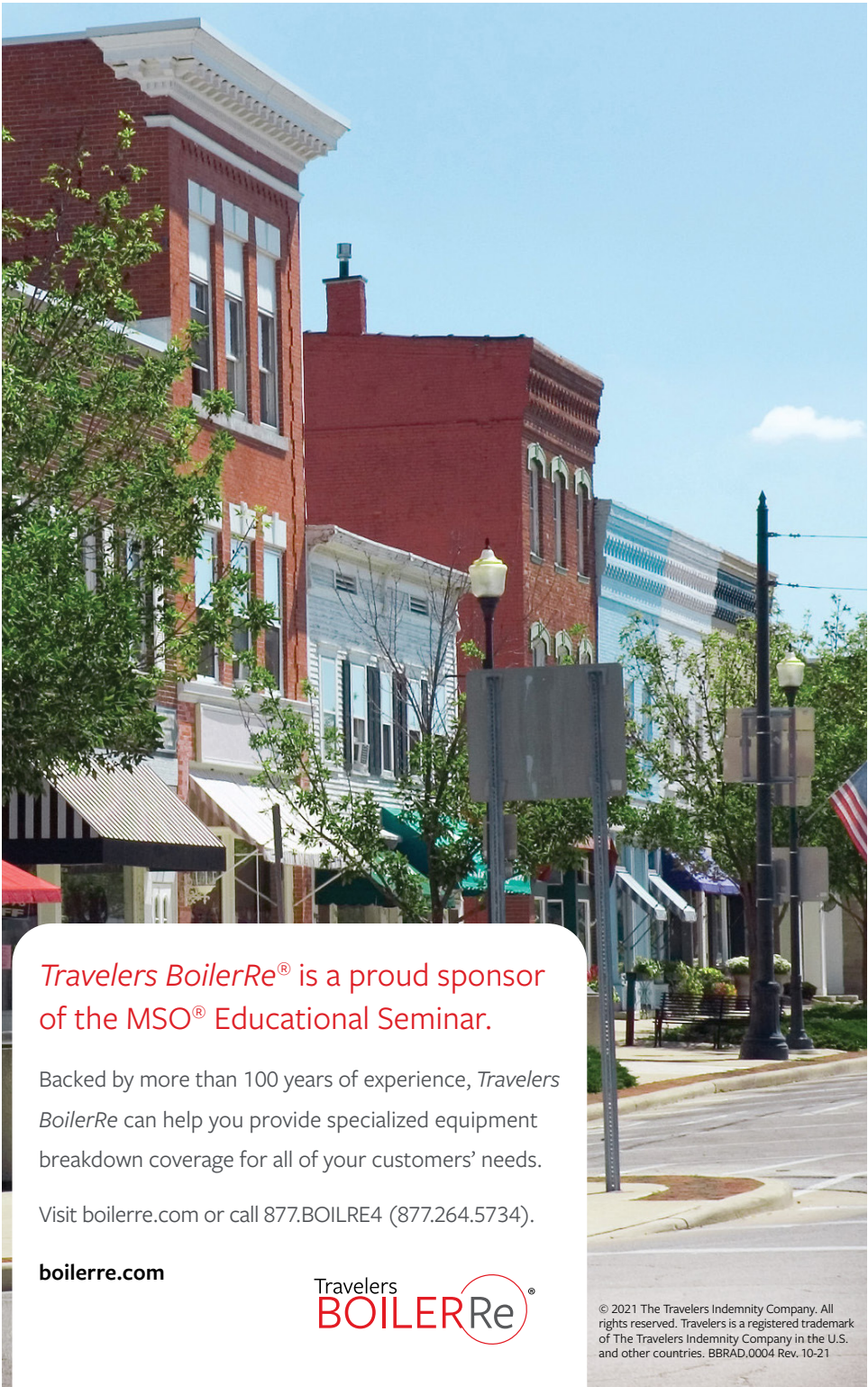
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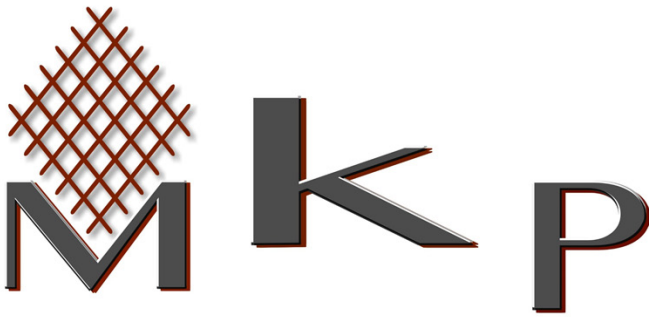
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