

The International School of Commerce
Presents
a day of Education with
Virginia Bates

When: Wednesday, September 21, 2011

Where: Crowne Plaza
36 Valley Road
Clark, NJ 07066
(732)574-0100

AM Class – 8:45 – 12:00

E & O Protection for CSR's & Producers
An indepth look at why we get sued
And how we can protect ourselves
using procedures and our agency
Management System

3 Credits – Pending Approval

Lunch – Optional

PM Class – 1:00 – 4:15

Advanced Homeowners 2000
A review of the changes in coverage
forms, endorsements and a look at
where there are gaps in coverage

3 Credits – Pending Approval

_____ AM - \$65 per person	_____ add Lunch for \$20
_____ PM - \$65 per person	_____ AM& PM including lunch \$130

Registrant Name _____
License # _____

Agency _____
Phone # _____

Address _____

Email Address _____

Questions please call jean Huber at 201-652-0407 ex 24

Fax Registration to 201-652-0721 or email to jean_huber@dsayles.com
or Mail check & registration form to: ISC 899 Lincoln Ave, Glen Rock, NJ
07452 Registrations will not be confirmed without payment.
Cancellation of reservation must be received by 9/16/11 for partial refund.

Instructor: Virginia Bates has twenty years experience in managing insurance operations for both a carrier and a large regional agency. She has a background in all property and casualty lines, experience as a director of a country-wide underwriting school and direct involvement in agencies on reducing E & O exposure, internal operations, marketing strategies, carrier relationships and successful automation. She speaks often on the evolving exposures and preventive strategies related to automation and electronic processing and documentation. She has conducted E & O audits and rehabilitation projects for agencies at the request of E & O carriers such as Firemen's Fund. She has provided CE Classes at the PIA of NY & NJ.

Directions To Crowne Plaza, Clark, NJ:

From North: Take the Garden State Parkway South to Exit 135, take ramp right toward Clark/Westfield, turn left onto Central Ave E/CR-613 east, bear left and then bear left onto CR-613 West, Bear Right onto Valley Road.

From South: Take the Garden State Parkway North to Exit 135, take ramp right towards Westfield/Clark, turn right onto Central Ave E/CR-613 East, bear left and then bear left onto CR-613 West, Bear Right onto Valley road.

From East: Exit US -1 at E. Edgar Road, turn right onto S. Stiles St/CR-615, turn left onto Valley Road/CR-608.

From West: Exit US 1 toward Ford Ave, and get on Garden State Parkway North and take Exit 135 and follow directions above for "From South".