

"Beyond Insurance – Strategies for Minimizing Cost and Risk"

# Real Estate – Certified Insurance Professional (RCIP)

2/20/2024 – 2/22/2024

Virtual



## Real Estate – Certified Insurance Professional Program

Where: Virtual

Class Times: Day 1 & 2 from 10:00am to 7:00pm and Day 3 from 10:00am to 3:30pm

Continuing Education Credits:  
Available for CPAs, Safety Professionals, and Insurance Agents (See FAQ)

To register:  
[www.insurancepartnersacademy.com](http://www.insurancepartnersacademy.com)  
[amy.brown@insurancepartnersacademy.com](mailto:amy.brown@insurancepartnersacademy.com)

## What People Are Saying About Our Program

*The book material was the best I've seen in any educational seminar. Great examples/stories.*  
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*Important topic and Maureen was excellent at explaining large and small company effects.*  
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*Great examples and suggestions to help existing clients and retain accounts. The best instructor I've heard in 16 years of going to insurance classes.*  
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*In 20+ years – the most interesting instructor I've had. Terrific. VERY practical. Exceeded my expectations.*  
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*Maureen was excellent. Lots of useful information. If every teacher were like Maureen, they would have waiting lists at every class.*  
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*Many personal thanks for RCIP. You are an excellent speaker, knowledgeable and a gifted communicator.*

## Who should take the RCIP Program?

- Agents, brokers, underwriters, risk managers, and insurance buyers

## Benefits of becoming a RCIP

- The Real Estate – Certified Insurance Professional designation opens a new world of specialized knowledge in managing and insuring the simplest to complex real estate accounts.
- The program provides a thorough knowledge of how to insure complex real estate accounts. Coverage is discussed in detail, as well as steps to determine proper limits, how to create detailed coverage comparisons for easy understanding of how to develop a superior program without adding cost.
- The Program reveals essential coverage enhancements obtainable for little or no cost – usually not found in the typical property policy.
- A variety of program structures including layered and aggregate deductible plans are discussed in detail.
- We clarify common service issue solutions (lease problems, escrow accounts, certificates, bonds, set up and management of property schedules, additional insureds/mortgagees/loss payees).
- You will learn to manage the losses associated with difficult and challenging property exposures. Participants learn the influencers to successful claims/loss adjusting and presenting to the carrier for maximum recovery, getting gray areas covered and winning disputes.
- We reveal essential guidelines to the challenges of working with lenders, including creative solutions to complying with or revisiting lender requirements.
- You will learn the secrets of influencing insurance pricing with underwriters that result in the most aggressive quotations.



**"Partnering People  
With Knowledge"**

3099 Biddle, Wyandotte, MI 48192