



# December 2021

Continuing education credits approved in some states; no exam required.  
All times listed are Eastern.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	VU Triple Play Day 2 8 a.m. – Work Comp 11 a.m. – 9 Rules 2 p.m. – 3 Keys	3 9 a.m. – Ord or Law Noon - Condos (1 CE)	4
5	FINALIS WEEK 6 8 a.m. – Why BI 10:30 a.m. – BI Exp 1 p.m. – Why BI 3:30 p.m. – BI Exp	FINALIS WEEK 7 8 a.m. – 3 Keys 10:30 a.m. – 3 Keys 1 p.m. – COI 3:30 p.m. – COI	FINALIS WEEK 8 8 a.m. – Ord or Law 10:30 a.m. – 5 Cont 1 p.m. – Why BI 3:30 p.m. – BI Exp	FINALIS WEEK 9 8 a.m. – Why BI 10:30 a.m. – BI Exp 1 p.m. – 5 Contactor 3:30 p.m. – Ord or Law	FINALIS WEEK 10 8 a.m. – Work Comp 10:30 a.m. – 9 Rules 1 p.m. – 9 Rules 3:30 p.m. – Work Comp	11
12	13	14	15 8 a.m. – COPE 11 a.m. – 5 Contractor	16	17	18
19	20	21 8 a.m. – 9 Rules 1 p.m. – Work Comp	22 11 a.m. – Aftermath 2:30 p.m. – COI	23	24	25
26	27	28	29	30	31	

## CLASSES

ALL WEBINARS ARE 2-HOUR SESSIONS UNLESS OTHERWISE NOTED

- [3 Keys](#) to Getting the Named Insured Correct
- [4 Key](#) Personal & Commercial Lines Exposures...
- [5 Contractor](#) Coverage Concepts...
- [9 Rules](#) for Reading an Insurance Policy...
- [Condos](#) & How to Insure Them (1 CE)
- How to Understand Commercial Property Underwriting & [COPE](#)
- In the [Aftermath](#): An Agent's Perspective on Disaster Readiness...

ALL WEBINARS ARE 2-HOUR SESSIONS UNLESS OTHERWISE NOTED

- Properly Calculating & Insuring the [Business Income \(BI\) Exposure](#)
- [Rules](#) for Developing the Correct Premium
- Understanding the Importance of [Ordinance or Law](#) Coverage
- [Why Business Income \(BI\)](#) is the MOST Important Property Coverage
- Why [Certificates of Insurance \(COI\)](#)...Just Why?
- [Workers' Compensation](#): 5 Mistakes Every Agent Makes
- How [COVID](#) Rocked Insurance (non-CE)