



# Contractors Workshop

## FOR AGENTS & BROKERS

Hosted by Worldwide Facilities, Inc.



WORLDWIDE FACILITIES, INC.

### To increase your construction business in 2007, sign up today.

Join us for a FREE informative seminar providing practical "How To" information about the contractor market. Continuing Education credits will be awarded upon completion. Bring your license number for identification purposes. The 2 courses are approved for credits in the following states: CA, AZ, NV, WA, OR, ID.

#### Meeting Venue - SEATTLE, WA

#### WASHINGTON ATHLETIC CLUB

1325 6th Avenue, Seattle, WA 98101

Phone (206) 622-7900 • www.wac.net

#### Agenda

February 1, 2007

8:00 .....Registration & Light Continental Breakfast

8:20-Noon .....Class

Noon-1:00 .....Light Snacks Served

1:00-4:40 .....Class

#### Our Workshop Leader

#### ROBERT J. MARSHBURN

*Risk Management Consultant and Educator*  
**R. J. Marshburn & Associates**

*Robert J. Marshburn is the founder and principal of R. J. Marshburn & Associates, <http://www.certifiedriskmanagers.com>, an independent risk management consulting and educational firm.*



*A dynamic public speaker, teacher and conference leader, Bob is a nationally recognized expert in the field of risk management and specializes in the analysis, design, implementation, and teaching of risk management programs. He is the founder of Certified Construction Risk Managers, a specialty firm created to address the challenges posed in Construction Risk, especially Construction Defect and Mold Liability, Contractual Issues, Wrap Policy Dangers, as well as the Certified HomeBuilder® Risk Management Program.*

#### Curriculum

#### MORNING SESSION

##### *How to Read the Construction Contract to Manage Risk (4 CE Credits)*

The morning class reviews how contracts fit into risk management. In addition to transfer of risk, this class examines practical insurance coverages and solutions to the areas of risk identification in the construction contract. Types of Liability including Tort & Recent Case Laws will be discussed.

##### **Topics will include:**

- Indemnification Provisions
- Waivers of Subrogation
- Limitations of Liability
- Insurance Requirements
- Risk Allocation

*Lunch - Light snacks will be served*

#### AFTERNOON SESSION

##### *Construction Wrap-Ups and OCIP (4 CE Credits)*

The afternoon class will cover Contracting Risks and the unique Wrap-up Alternative. You'll get background information in the fundamentals of Wrap-Ups, applicability to the contracting risk and underwriting criteria.

##### **Topics will include:**

- Wrap-Up Benefits
- CIP – Disadvantages to Contractor
- Characteristics of Wrap-Ups and Rolling Wraps
- CIP Coverages
- CIP Qualifiers
- Current Issues



**You'll Learn How to:**

- Meet Challenges in the Construction Marketplace
- Increase your Construction Book of Business
- Match Insurance Solutions to Identified Risks
- Help your Contractors with Risk Management & Loss Control

#### Sign up now

We are fortunate to have such a well-known, dynamic speaker for our seminar. Based on Mr. Marshburn's reputation, we anticipate every seat will be filled. Worldwide Facilities, Inc. is sponsoring this exciting event, so there is no cost to you. As we are only able to invite a select group of our top contractor agents, please let us know immediately if you plan on attending.

**Reservations must be made in advance, so please contact:**

**Mike Stutsman**  
**(206) 749-9151, Ext. 103**  
**[info@wwfisea.com](mailto:info@wwfisea.com)**