Course Title: Understanding Liability Exposures

Course Number: RM102A

CE Credits: 1.00 (insurance, CFP)

Course Overview:
American litigiousness is growing at an alarming pace, evidenced by new liabilities and exorbitant jury verdicts. While corporations incur the lion’s share of litigation, all Americans confront greater personal liability for a variety of perceived wrongs.

Liability coverage is perhaps the most important component of a personal risk management plan because it can provide a significant amount of financial protection for an individual in the event of a lawsuit. Unfortunately, it is often overlooked and rarely updated to reflect changes in an individual’s life and financial profile. This course will help financial planners understand the mechanics of personal liability coverage and the characteristics that create an increased risk for a liability loss. Using some real-life personal liability claims, financial planners will better understand the likelihood of a lawsuit occurring to a client and the limits available for asset protection.

The major themes of the course are:
- The definition of personal and excess liability coverage and how it works in a real claim situation.
- Key coverage components that must be considered in the policy selection and comparison process.
- Guidelines for addressing the most critical question of “how much is enough”, relative to personal liability protection.
- Claim case studies that illustrate the application of personal liability coverage as well as the likelihood of a personal lawsuit occurrence.

Who Should Attend: All financial planning and wealth management practitioners.