

- SEGMENT I Commercial Property
- SEGMENT II CGL / Products
- SEGMENT III Workers Comp
- SEGMENT IV Final Case Presentation



RiskSolutionsIQ

PROGRAM DESCRIPTION

Risk Solutions IQ™ is a comprehensive and interactive Learning and Development experience for P&C professionals to develop participants' risk assessment and coverage knowledge with practical, skill-based learning.

By utilizing advanced 'Virtual Learning' instructional design, RSIQ™ delivers superior learning for Commercial Property, Commercial General Liability and Workers Compensation through:

- Short Video Coverage Overview
- Fully-Narrated Online Courses
- Industry Expert Articles
- Interactive Case Studies
- Engaging 'Live Learning' Web-Learning Sessions

Upon completion of the **10-week program**, participant will have acquired and practiced new skills to assess risk hazards, exposures and coverage gaps as part of a new client acquisition or existing account management process.

RSIQ™ incorporates multi-dimensional independent study with **four (4) expert 'live learning' web-sessions**, expanding the case study work and providing extensive question-and-answer opportunities.

RSIQ™ learning outcomes are maximized when participants' managers/mentors are engaged in the learning sequence to answer questions and reinforce the program's objectives. New Level Partners' support team provides all user-support, including assignment overviews, 'help' support for Virtual Classroom access and individual follow-up to ensure all program elements are completed.

PROGRAM MATERIALS, ASSIGNMENTS AND TIME COMMITMENT

VIRTUAL CLASSROOM

All program materials and assignments are hosted within the RSIQ™ Virtual Classroom, managed by New Level Partners (NLP). Onboarding to the RSIQ™ program includes a full orientation and review of the Virtual Classroom Portal for each participant, including set-up of Virtual Classroom logins for each participant and a comprehensive review of the program syllabus, timeline and expectations.

The Virtual Classroom supports multiple web-browsers, including Internet Explorer, Firefox and Chrome. The NLP Support Team will connect with each participant to assure a seamless start to the Virtual Classroom interface.

COMMITMENT

During the 10-week RSIQ™ Program, each participant can expect to commit 22-24 hours of study and interactivity, between all Program elements. All Assignments and Due Dates are clearly outlined in the Virtual Classroom Portal.

The NLP Support Team will provide assignment due date reminders, however, each participant is expected to complete assignments when due.



PROGRAM AGENDA OVERVIEW

Weeks 1 and 2

Welcome and Orientation Web-Session

- Virtual Classroom Tour
- Syllabus and Assignment Review with Instructor and Support Team

Property Online Learning (Narrated Courses and Video)

- Commercial Property Fundamentals (Video)
- Introduction to Risk Management
- Introduction to Risk Transfer and Policy Design
- Commercial Property: Core Principles
- Commercial Property: Coverages
- Commercial Property: Limits and Valuation
- C.O.P.E.
- Business Income Introduction

Property Case Study Pre-Work (Manufacturing Case)

- Review Case Specifications
- Diagnose Exposure and Hazard Gaps
- Submit Responses to Case Questions

Property 'Live Learning' Session with Expert Instructor

- Group Debrief Pre-Work Responses with Instructor
- Commercial Coverage Concepts Review
- Expanded Case Study Questions, Responses and Q&A

Weeks 3 and 4

Commercial General Liability Online Learning (Narrated Courses and Video)

- Commercial General Liability Fundamentals (Video)
- CGL: Core Principles
- CGL: Coverages
- CGL: Exclusions
- CGL: Products – Completed Operations
- Owners and Contractors Protective Liability

CGL Case Study Pre-Work (Non-Profit Case)

- Review Case Specifications
- Diagnose Exposure and Hazard Gaps
- Submit Responses to Case Questions

CGL 'Live Learning' Session with Expert Instructor

- Group Debrief Pre-Work Responses with Instructor
- Commercial Coverage Concepts Review
- Expanded Case Study Questions, Responses and Q&A

Weeks 5 and 6

Workers Compensation Online Learning (Narrated Courses and Video)

- Workers Compensation Fundamentals (Video)
- Workers Compensation: Core Principles
- Workers Compensation: Coverages
- Workers Compensation: Classifications
- Workers Compensation: Risk Management

Workers Compensation Case Study Pre-Work (Retail Case)

- Review Case Specifications
- Diagnose Exposure and Hazard Gaps
- Submit Responses to Case Questions

Workers Compensation 'Live Learning' Session with Expert Instructor

- Group Debrief Pre-Work Responses with Instructor
- Commercial Coverage Concepts Review
- Expanded Case Study Questions, Responses and Q&A

Weeks 7-10

Final Case Assignment: Build, Solve and Present Your Recommendations

- Case Outline Development
- Case Question Response
- Presentation Preparation
- Final 'Live' Presentation

The Risk Solutions IQ™ Final Case Study Development and Presentation is the keystone learning experience of the program. Participants practice the by-coverage exposure, risk, hazard assessment skills acquired during the program and gain valuable presentation skills and competencies.