Premium Finance Express

Overview: In this course, the participant will learn about the basics of Premium Financing to help them better support their customers. This course will explore information about the financial parameters of a premium finance decision as viewed from both the customer and the premium finance company.

Timeline

8:45 to 8:50 **Introduction**

1. Speaker
2. Agenda
3. Explain that this is an interactive course and to get the most out of it, their participation is necessary.

8:50 to 9:00 **Pre-Test** Participants take a pre-test:

1. To assess their expertise in Premium Finance.
2. To set expectations of the course material and focus participants.

9:00 to 9:20 **Presentation**

1. Industry Overview
2. Parties involved
3. Options other than Premium Financing
4. Benefits of Premium Financing to each party

9:20to 9:30 **Competition Round 1**

Class splits into two groups for the competition and is tested on the material presented to that point in the class. (Questions are on the PPT.) The purpose of the review is:

1. Review information from the class.
2. Clarify any information that was not clear initially.
3. Reinforce the fact that the participant will be expected to know the material.

9:30 to 9:50 **Presentation**

1. How does it work?
    a) Exposure - definition
    b) Components of the loan
    c) Policy premium taxes and fees
    d) Collateral
    e) Pro-rata vs Short rate
    f) Terms and structure exposure
    g) Contract Provisions
    h) Earning's
    i) Policy Types
    j) Interest on the loan

9:50 to 10:00 **Competition Round 2**

Class splits into two groups for the competition and is tested on the material presented to that point in the class. (Questions are on the PPT.) The purpose of the review is:

1. Review information from the class.
2. Clarify any information that was not clear initially.
3. Reinforce the fact that the participant will be expected to know the material.

10:00 to 10:15 **Break**

10:15 to 10:30 **Presentation**

1. Premium Finance Agreement – a close up look
2. Responsibilities of each party
    a) Agent/Broker
    b) Carrier/MGA
    c) Insured
    d) Finance Company
3. Pitfalls and how to avoid them
4. Current Premium Finance Technology
5. How to get the most out of your premium finance company
6. Questions

10:30 to 10:40 **Case Studies**

Participants are asked to read the case studies and make a decision about each of the cases based on the information given in class. After decisions are made, they are reviewed in class and commentary is given by the instructor.

10:40 to 10:45 **Competition Round 3**

Class splits into two groups for the competition and is tested on the material presented to that point in the class. (Questions are on the PPT.) The purpose of the review is:

1. Review information from the class.
2. Clarify any information that was not clear initially.
3. Reinforce the fact that the participant will be expected to know the material.

Time required: Two hours

Materials required: PowerPoint presentation, which includes presentation and review exercise; Participant hand out; Pre-test and case studies.