

# 2017 CA Council Meeting ~ Education

**9:00 AM – 12:00 PM**

Course #358576; Ethics A Little Bit Clearer: 3 hours CE.

Linda Gomes CPIW, ARM, Nationwide



**Nationwide®**  
is on your side

*This course is designed to help insurance professionals understand their ethical responsibility and how to identify the triggers that cause us to make unethical decisions. This course discusses our ethical responsibility to both our inside and outside customers as well as how to develop our own ethical path.*

**9:00 AM – 12:00 PM**

Course #266248; “Just the Facts” Intermediate Flood Class: 3 hours CE.

Fulfills FEMA requirement

George Blaufuss, National Flood Services – Provider #20642



**National  
Flood Services®**

*FEMA requires a certification class and this one fulfills that requirement. Here is a bullet point of what the class will cover:*

- \*General FEMA / NFIP Information*
- \*Definition of a flood, what is coverages*
- \*Legislation History, Updates and how the NFIP Works*
- \*Mandatory Purchase Requirements and Lender Information*
- \*Flood Insurance Rate Maps, Grandfathering and Modernization*
- \*Buildings Types, Foundations, Elevation Certificates*

**1:00 PM – 2:00 PM**

“Marijuana – Impact on P/C and WC”

Christine B. Reed, Esq., Low, Ball & Lynch



**LOW, BALL & LYNCH**  
ATTORNEYS AT LAW

*While the federal government still considers marijuana an illegal and highly dangerous Schedule I drug, marijuana businesses are flourishing in states around the country that have legalized it for medicinal and recreational use. As these businesses develop, they require insurance, banking and legal services, and they need to produce safe, quality products and comply with new and evolving state laws. It's an uncharted landscape for them and the ancillary businesses that deal with them. This presentation will address the evolving laws, and highlight insurance issues as well as employment law and workers compensation all impacted by the legalization of marijuana.*

**1:00 PM – 3:00 PM**

CLP: Financial Intelligence

Tish Riley CIIP, DAE, CLP, IAIP Immediate Past International President



**International  
Association of  
Insurance  
Professionals**

*Contribute to planning and strategy discussions with more confidence by understanding the purpose and benefits of budgets, identifying essential financial statements, conducting a break-even analysis and learning which ratios may be important to your organization.*