

The ground hog had his way with us in February but.....

NAIW Lehigh Valley's SPRING educational program has been rescheduled for MARCH 24<sup>TH</sup>.

The location has changed to:  
1506 S. Albert St. Allentown, PA 18103. It is the building occupied by Servpro, who generously offered their facility.

This class will be presented in conjunction with PHILLIPS ASSOCIATES and we hope you will be able to attend

Together, we are committed to bringing quality Continuing Education to the Lehigh Valley. Please join us!

**ENDORSEMENTS & EXCLUSIONS (# 105925)**

**Four Credits**

**March 24, 2010**

**12:30 – 4:30 p.m.**

Endorsements and exclusions are critical in today's market as insurers "trim" coverage to help them in reaching their bottom line. These endorsements and exclusions can also become an E&O nightmare for the unwary producer. On the plus side, endorsements can be a positive as producers endeavor to secure the most complete coverage possible. This course highlights areas of potential concern relating to changes in coverage, company policies regarding payment of claims, and specific insurance terms of which customers need to be aware.

**WHERE: Allentown- Servpro Office, 1506 S. Albert Street**

**COST: \$55.00 for session if NAIW Lehigh Valley member or \$60.00 if not.**

Registration fee includes materials & the state-mandated student-filing fee of \$ 4.50 per course.

**Checks should be made out to PHILLIPS ASSOCIATES.**

**Questions or Reservations to Phillips Associates: 717/732-7255**

**HURRY! Deadline to register is March 15<sup>th</sup>! CALL TODAY.**