



Attending SEIP is Crucial for the Stakeholders in Environmental Insurance

There are more opportunities in the environmental insurance product line than any time in the past 37 years. Of course, the relevance of the opportunities varies for different stakeholders. If you are interested in environmental risk management and insurance the **SEIP 2018: Expanding the Market** in San Francisco is a must attend event. This premiere event brings together the industry leaders all in one place at on time.

In 2002 The SEIP
Conference Predicted
that Mold Would
Be the #1
Insurance Claim!
Today it is the Most
Litigated and #1
Claim in America!

Society of Environmental Insurance Professionals

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SOCIETY OF ENVIRONMENTAL INSURANCE PROFESSIONALS

Here are some
of the reasons to
attend depending
on your
perspective

All Stakeholders in Environmental Risk Management and Insurance

- There are cutting edge topics in the program. Anyone who needs to stay current in environmental risk management needs to attend.

Insurance Brokers

- The environmental insurance market place has less than a 1% market penetration in clean commercial construction, while environmental insurance is in over supply.
- That translates into new business opportunities and competitive advantages on Main Street accounts.
- A 1% market penetration in an over supplied market spells trouble in multiple areas for producers that ignore the environmental loss exposures in their customer base.
- The SEIP conference provides insights into the production opportunities that environmental insurance creates. As well as provide the tools needed to sell the product line.

Underwriters

- The end users and top brokers are at this conference.
- Get market feedback from the attendees that use the products.
- This is a place to help employees learn the business. SEIP can assist you in growing your company by creating a training curriculum presented through CEIPTM.
- SEIP is building a curriculum on environmental risk management and insurance. Please contribute your ideas on what should be taught to be a certified environmental insurance professional (CEIPTM).
- To get past a 1% market penetration on Main Street accounts underwriters need 2 things, trained producers and more underwriters. The SEIP curriculum is the place to fix both constraints.

Consultants

- The environmental insurance customer base in the room at a SEIP event is unparalleled.
- Attendees at the summit tend to be the decision makers in their company.

Insurance Claims Personnel

- The top consultants and lawyers attend SEIP conferences. This is a very time efficient venue to find new vendors of the services you need.
- Learn best practices from peers.
- Mold has become the #1 source of claims under EIL type policies. You need to attend the "Analytics, Probability, & Accuracy" session for cost containment advice.
- The continuous availability of environmental insurance over the past 30 years could have a significant effect on the pre-1986 CGL policies paying for pollution losses after 1986. It is a myth that environmental insurance was not available after 1986. Meet the actual people that were insuring sites with known pollution conditions.
- Learn about the cutting edge in GL claims for environmental legacy claims. These defenses could free up billions in GL loss reserves.

Risk Managers

- Environmental losses are expensive and needlessly uninsured in most cases.
- The SEIP conference is the best place on the planet to gain a working knowledge of environmental risks and insurance.
- Environmental risk can be managed sometimes at very low cost simply with knowledge of the risk drivers.

Lawyers

- Claims outside counsel, transactional, environmental legacy, and insurance company home office claims personnel are here.
- Learn about custom and practice in the environmental insurance business by the leaders in the market place.

Lenders

- Lenders collateral positions are uninsured for contamination losses on 99% of Main Street borrowers today.
- Loan covenants almost always ignore pollution exclusions and environmental insurance.
- The solutions to the current state of affairs are all available at the SEIP Conferences.

SIGN UP FOR THE CLASS TODAY

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CEIPTM

CERTIFIED ENVIRONMENTAL
INSURANCE PROFESSIONAL



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