James K. Ruble Seminar

**Ruble Graduate Seminar**
Maple Grove, MN, WB  •  September 16-17, 2020

**Wednesday, September 16, 2020**
7:30 AM - 8:00 AM  
Join Webinar

8:00 AM - 12:00 PM  
**SECTION 1**  
Insuring the Cannabis Risks: The Opportunities  
Mr. Richard S. Pitts, J.D.

12:00 PM - 1:15 PM  
Lunch

1:15 PM - 5:15 PM  
**SECTION 2**  
Had I Been On That Jury...Personal and Commercial Lines Edition  
Mr. Richard S. Pitts, J.D.

**SECTION 3**  
The Road to Ethics  
Mr. David A. Grunke, RHU, ChHC

**Thursday, September 17, 2020**
7:30 AM - 8:00 AM  
Join Webinar

8:00 AM - 12:00 PM  
**SECTION 4**  
Federal Health Care Reform: The Past, The Present & The Future  
Mr. David A. Grunke, RHU, ChHC

**SECTION 5**  
National Championship EPL Insurance  
Mr. Richard G. Clarke, CIC, CPCU, RPLU

12:00 PM - 1:15 PM  
Lunch

1:15 PM - 5:15 PM  
**SECTION 6**  
Current Events and the Impact Upon Insurance  
Mr. Richard G. Clarke, CIC, CPCU, RPLU

This class switched to instructor-led online.

**Faculty**
Richard G. Clarke, CIC, CPCU, RPLU  
Dick Clarke Insurance Answers, Woodstock, GA  
David A. Grunke, RHU, ChHC  
Grunke Group, inc., Verona, WI

Richard S. Pitts, J.D.  
Arlington/Roe & Co., Inc., Indianapolis, IN

**Ed Consultant**
Gloria J. Thompson, CIC  
Minneapolis, MN

**Program Location**
Address & Phone:  
**Minnesota IIA&B Instructor-led Online Course**  
15490 101st Ave N Ste 100  
Maple Grove, MN, WB  55369

08/06/2020
James K. Ruble Seminar

Ruble Graduate Seminar
Maple Grove, MN, WB  ●  October 21-22, 2020

Wednesday, October 21, 2020
7:30 AM - 8:00 AM  Join Webinar
8:00 AM - 12:00 PM  SECTION 1  The Devil Is In The Details...Cyber Policy Explained
12:00 PM - 1:15 PM  Lunch
1:15 PM - 5:15 PM  Concurrent Sessions:
                       SECTION 2  Social Engineering Attacks...What Will They Think Of Next?
                       SECTION 3  Stop "Selling" Insurance and Start "Solving Problems"

Thursday, October 22, 2020
7:30 AM - 8:00 AM  Join Webinar
8:00 AM - 12:00 PM  Concurrent Sessions:
                       SECTION 4  Business Life and Health Exposures
                       SECTION 5  Ethical Issues
12:00 PM - 1:15 PM  Lunch
1:15 PM - 5:15 PM  SECTION 6  Contractual Risk Transfer and the CGL

This class switched to instructor-led online.

Faculty
Robert Ford, CIC, CISR, CPIA, CRIS, MLIS, CLCS
American Insurance Center, Grand Forks, ND

John C. Immordino, CIC, CRM, RPLU
Arlington Roe & Company, Inc., Valparaiso, IN

Michael Kersgard, CIC, CLU
Venice, FL

Ed Consultant
Gloria J. Thompson, CIC
Minneapolis, MN

Program Location
Address & Phone:  Minnesota IIA&B Instructor-led Online Course
15490 101st Ave N Ste 100
Maple Grove, MN, WB  55369
The Society of Certified Insurance Counselors

**Personal Lines**
Maple Grove, MN, WB • November 11-12, 2020

**Wednesday, November 11, 2020**

7:30 AM - 8:00 AM
Join Webinar

8:00 AM - 12:15 PM
SECTION 1
PERSONAL RESIDENTIAL COVERAGEs
Mr. Jerry L. Kennedy, CIC

12:15 PM - 1:15 PM
Lunch

1:15 PM - 5:15 PM
PERSONAL RESIDENTIAL COVERAGEs (Continued)
Mr. Jerry L. Kennedy, CIC

**Thursday, November 12, 2020**

7:30 AM - 8:00 AM
Join Webinar

8:00 AM - 12:00 PM
SECTION 2
PERSONAL AUTOMOBILE COVERAGEs
Mr. Kevin C. Amrhein, CIC

12:00 PM - 1:00 PM
Lunch

1:00 PM - 3:00 PM
PERSONAL AUTOMOBILE COVERAGEs (Continued)
Mr. Kevin C. Amrhein, CIC

3:00 PM - 5:00 PM
SECTION 3
PERSONAL UMBRELLA/EXCESS COVERAGEs
Mr. Kevin C. Amrhein, CIC

This class switched to instructor-led online.

**Faculty**

Kevin C. Amrhein, CIC
*FISCE, Tallahassee, FL*

Jerry L. Kennedy, CIC
*Foisy & Kennedy, Inc., Grand Coulee, WA*

**Ed Consultant**

Gloria J. Thompson, CIC
*Minneapolis, MN*

**Program Location**

Address & Phone: Minnesota IIA&B Instructor-led Online Course
15490 101st Ave N Ste 100
Maple Grove, MN, WB 55369
The Society of Certified Insurance Counselors

**Commercial Multiline**
Maple Grove, MN, WB • October 12-13, 2020

**Monday, October 12, 2020**
7:30 AM - 8:00 AM  
**Join Webinar**

8:00 AM - 12:15 PM  
**SECTION 1**  
COMMERCIAL INLAND MARINE CONCEPTS & COVERAGES  
Mr. Patrick A. Deem Sr., CIC

12:15 PM - 1:15 PM  
Lunch

1:15 PM - 3:15 PM  
COMMERCIAL INLAND MARINE CONCEPTS & COVERAGES (Continued)  
Mr. Patrick A. Deem Sr., CIC

3:15 PM - 5:15 PM  
**SECTION 2**  
EMPLOYMENT PRACTICES LIABILITY INSURANCE  
Mr. Patrick A. Deem Sr., CIC

**Tuesday, October 13, 2020**
7:30 AM - 8:00 AM  
**Join Webinar**

8:00 AM - 11:00 AM  
**SECTION 3**  
CRIME COVERAGE & ENDORSEMENTS  
Mr. Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS

11:00 AM - 12:00 PM  
**SECTION 4**  
CYBER EXPOSURES AND COVERAGE  
Mr. Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS

12:00 PM - 1:00 PM  
Lunch

1:00 PM - 3:00 PM  
CYBER EXPOSURES AND COVERAGE (Continued)  
Mr. Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS

3:00 PM - 5:00 PM  
**SECTION 5**  
EXCESS LIABILITY/COMMERCIAL UMBRELLA COVERAGE  
Mr. Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS

This class switched to instructor-led online.

**Faculty**
Patrick A. Deem Sr., CIC  
PADSR, Inc., Austin, TX

Jay Williams, CIC, CRM, AAI, ACSR, CRIS, MLIS  
Tallahassee, FL

**Ed Consultant**
Gloria J. Thompson, CIC  
Minneapolis, MN

**Program Location**
Address & Phone:  
Minnesota IIA&B Instructor-led Online Course  
15490 101st Ave N Ste 100  
Maple Grove, MN, WB  55369

08/06/2020