

## SUPPORTING THE A/E COMMUNITY BEYOND INSURANCE BROKERAGE

### Educational opportunities and sponsorships from Hall & Company

In pursuit of our goal to become a valued partner to our clients we have set out to make ourselves of real service to the A/E community. We are rapidly approaching the mark of 10,000 attendees who have participated in our educational presentations. Our efforts have been welcomed at every turn and we'd like to thank you for the opportunity to provide the educational materials and professional association sponsorships listed below.

*Reduce Your Firm's Risk of Loss by Understanding "Additional Insured" Requirements*  
*Is Your Agent Your Trusted Advisor?*  
*Firms with Claims: The Importance of Shopping at Renewal*  
*The Impact of Contract Language on Claims: Are you Prepared for Defeat or Success?*  
*Contractors Equipment: Tips for Insuring Land Surveying Tools, Equipment and Instruments*  
*What Naval Architects Should Consider When Faced with Steep Insurance Requirements*  
*CCM+S Newsletter: Zen and the Art of Contractual Indemnity*  
*Composing a Winning Application for Professional Liability Insurance*  
*Cyber Liability: What are the Risks for Design Professionals?*  
*Course of Actions available to Design Professionals for Litigation: Voluntary Discontinuance, Motion to Dismiss, Mediation*  
*Claims: 5 Things to Do & 5 Things Not to Do*  
*Duty to Warn: The Study of Two Claim Cases Against Design Professional*  
*Florida's Sunshine Law: How to Protect Your Firm from Public Records Request Scams*  
*The Galloping Gabions: A Case for Improper Construction Procedures that Resulted in Failure of A Gabion System*

