

NWC ALLIANCE NEWSLETTER

Standing together



Announcing... **The Construction Insurance Risk Education Program - aka CIRE**

Are you a retail agent with a current focus on construction related risks?

Are you wanting to develop or grow a niche market working with contractors, builders and trades?

Are you looking to become more confident as you talk with contractors and compete with other agents?

If so, the NationWide Contractors Alliance can help. We know that writing insurance for construction risks is nuanced, and often different from other commercial risks. In many cases, there are specific coverage points that are essential to effectively selling insurance to contractors. Understanding these coverage points can be the difference between closing an account and losing an account.

We have just launched the [Construction Insurance Risk Education](#) (CIRE) Program. This program provides 23 hours of continuing education focused on helping you understand the coverage nuances that are important to contractors and helping you learn how to communicate that information using language that makes sense to contractors, even if they don't speak "insurance-ese". Unlike current construction education, CIRE is multi-media...which means that you can listen to it in between appointments.

We are partnering with [Bison Mountain Financial \(BMFCE\)](#) to offer this **Construction Insurance Risk Education (CIRE)** Program. The program is divided into 6 sections, each with a specific construction-related focus. Topics covered include:

- General Liability in Construction
- Commercial and Personal Auto for Contractors
- Pollution and Professional Liability
- Property and Inland Marine for Contractors
- Cyber and Smart Home Liability
- Directors and Officers Coverage
- Construction Bonding and Surety
- Work Comp and Employers Liability



There are two ways to complete the program:

Construction Insurance Risk Education 23 Hour Continuing Education Program	
Option 1: Live Webinar	Option 2: Self Study
<p>6 Sessions in 6 Months Attendance is Taken No Exams \$450.00</p>	<p>Work at Your Pace 2 Exams \$250.00</p>
<p>Thursdays 2nd Thursday of the month 9:00am Central Starts August 12, 2021 Click here to sign up for Thursdays!</p>	<p>One Year's access to the six sessions on video that you can watch at your convenience between appointments.</p> <p>Click here to sign up for self Study!</p>
<p>Tuesdays 2nd Tuesday each month 1:00pm Central Starts August 31, 2021 Click here to sign up for Tuesdays!</p>	
<p>Upon Completion, you will receive the Construction Insurance Risk Education (CIRE) Certification form the NationWide Contractors Alliance.</p>	



If you have any questions or if you would like to receive a **coupon for 10% off** the CIRE self study program, contact Brendon Hansen with the NationWide Contractors Alliance at 360-338-6434 or brendon@nwcalliance.com.

Here is a schedule of when upcoming CIRE courses will be offered via webinar:

1. **General Liability in Construction Part 1** – Aug 12th & Nov 30
2. **General Liability in Construction Part 2** – Sept 9th & Dec 28th
3. **Pollution and Auto Coverage for Contractors** – Oct 14th & Jan 25th
4. **Property and Inland Marine in Construction** – Aug 31st & Nov 11th
5. **Directors and Officers and Bonding in Construction** – Sept 28th & Dec 9th
6. **Work Comp for Contractors & Smart Home Liability and Cyber** – October 26th & Jan 13th



Additional Dates will be added in 2022. Attendance is taken in each webinar and is required for CE credit and CIRE certification.

Construction Insurance Risk Education - Frequently Asked Questions

What courses are included in the [Construction Insurance Risk Education \(CIRE\) Program](#)?

General Liability in Construction Part 1
General Liability in Construction Part 2
Pollution and Auto Coverage for Contractors
Property and Inland Marine in Construction
Directors and Officers and Bonding in Construction (3 hours)
Work Comp for Contractors & Smart Home Liability and Cyber

Do I have to take the courses in order?

You can take them in any order you want. However, we highly recommend you take General Liability in Construction Part 1 before you take General Liability in Construction Part 2.

If I sign up for the live webinar series, and have to miss one of the sessions, what are my options for catching up?

You can reschedule for the next available presentation of the topic you missed.

Are continuing education credits available for every state?

The **CIRE Live Webinars** are currently approved for CE in the following states: AL, AR, AZ, CO, DE, IA, NC, ND, NE, NV, OK, OR, TN, TX, WA, WI, WV. The **CIRE Online Self-Study** program is currently approved for CE in the following states: AL, AR, AZ, CO, IA, MD, MO, NE, NV, NC, ND, OR, TN, WI, WV.

More are in the process of being added. Visit the [Bison Mountain Financial \(BMFCE\)](#) website to see if additional states have approved CE credits for the program you are interested in.

Do I have to wait until the course is approved for CE in my state before I take it?

Of course not. Many agents understand the value of the [Construction Insurance Risk Education](#) (CIRE) Program, even if they don't get CE credit for it.

Who do I contact if I have questions about the program?

Contact Brendon Hansen with the NationWide Contractors Alliance, direct line: (360)338-6434 or email brendon@nwcalliance.com.

Why did you start this program?

We were inspired by our relationship with the National Association of Home Builders (NAHB). They strongly believe in ongoing education. However, much of the material they offer is very complex and may not apply to all contractors or all retail agents. We wanted to use common language to create a course that provided the essential basics, a foundation for those who need to understand the nuances of insurance for the construction industry.

Wise Insure is the wholesale brokerage division of the NationWide Contractors Alliance. If you want to learn more about how Wise Insure can help you address GL, builders risk, or the other needs of your construction clients, [Contact us today](#) or call 360-464-2531.

