



INSURANCE
ASSOCIATION
OF THE CARIBBEAN INC.

ONLINE WEBINAR

CYBER INSURANCE

INTRODUCTION

This live on-line interactive insurance webinar aims to discuss cyber insurance in today's insurance market. We will look at how it has developed in reaction to increasingly sophisticated and complex attacks on all types of business and what the global insurance market is doing to counter this form of threat, mitigate loss and generally meet the challenges of this class of business. We will also take the opportunity to explain some of the terminology used within the cyber insurance market.

WHO THIS COURSE IS AIMED AT:

Anyone who is working in the insurance industry within commercial insurance. Whilst some of the focus will be on some of the major attacks to global businesses these threats can be translated to any size business and an overall awareness of the subject will prove beneficial to all.



TIME AND DATE

WEDNESDAY, 29 MARCH 2023
10.00AM - 11:30 AM AST

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Registration Fee:
IAC MEMBERS - \$175 US
NON MEMBERS - \$250US



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CYBER INSURANCE

OBJECTIVES

- To better understand how Cyber insurance has changed & developed
- To understand the current threats that face the insured and insurers of cyber cover & identify what threats your insurance clients may face
- To look into the terminology used within this class of insurance and demystify some of the terms and phrases
- To become more aware of what your client may require in terms of cover and be more confident in having a conversation about cyber insurance.

WHAT THIS COURSE WILL COVER:

- A little history...How and why cyber insurance has developed
- The threats to business...what cyber-attacks can take place, how and why
- The challenges to providing cover...how insurers are responding to providing cover
- What the future for Cyber insurance might hold

**JENNIFER
YEATES**

FACILITATOR

I am an experienced and passionate trainer who is constantly seeking to add value and increase knowledge to all who attend courses. I have worked as a trainer since 2003 and have been an Insurance Technical Trainer since 2008. My experience and knowledge are underpinned by qualifications in training practice and insurance. I pride myself in being flexible and, as I write all course materials, can specifically tailor the training to the needs of the business. This has resulted in great partnerships with department heads to develop effective training courses that meet the needs and objectives of the business.

Prior to working for insurance brokers, I worked as an account executive, manager & trainer in the newspaper advertising industry. As a trainer, my key objectives were sales & business development as well as advert design. The design aspect has definitely helped hone my skills in creating interesting & engaging presentations.

Having a successful & award-winning track record in a tough selling environment has given me insight to create impactful sales & negotiation training that has proven to be influential in improving sales & client engagement. In the past year, I have successfully converted all of my courses to an online offering. I have been able to rise to the challenge of this new way of working and adapted my style to ensure online courses are engaging, informative and every bit as valuable as face-to-face courses.

I am currently in my second year of a part time Bachelor of Law (Honours) degree.

CII Exam Training

I have had great success with CertCII & DipCII exam coaching with feedback and exam pass rates increasingly positive over the past 15 years.

As well as delivering live sessions, I have recorded a number of exam revision offerings to allow learners more flexibility. These have also been well received and proved valuable to the business. I offer a range of courses from 1 hour to full day courses, face-to-face and online