

## 201 ERRORS & OMISSIONS GROUP PLAN CRITERIA

In order to qualify for your firm’s Loss Control Credit and in accordance with the attendance and position requirements listed below, this seminar must be taken every three years if your firm has been claims free for this period.

Seminar attendance criteria:

Brokerage Staff Size	No. Required	Position in Brokerage
1 to 4	1 1 each	Management, OR Outside sales & CSR OR
	2	In total - Brokerage selects who they send from their office
5 to 10	2 1 each	Management, OR
	3	Management and Outside Sales in total, OR 1 from Management and 3 in total from Sales or CSR's OR
11 to 25	4	In total - Brokerage selects who they send from their office
	3 3 4	Management, OR Management and Outside Sales in total, OR 1 from Management and 3 in total from Sales or CSR's OR
26 to 50	6	In total - Brokerage selects who they send from their office
	4 4 7	Management, OR Management and Outside Sales in total, OR 2 from Management and 5 in total from Sales or CSR's OR
> 50 with single office location	10	In total - Brokerage selects who they send from their office
	5 6 10	Management, OR Management and Outside Sales, OR 2 from Management and 8 in total from Sales or CSR's OR
> 50 with multiple office locations	12	In total - Brokerage selects who they send from their office
	Head office to qualify as above PLUS	Manager or CSR from each branch office

If brokerage decides to send less than the amount stated as required “total”, brokerage must adhere to the job title standards as outlined in the chart above.

**REGISTRATION:**

**IBAO Members must register online @ [www.ibao.org](http://www.ibao.org) using E&O Voucher Code: Voucher\$201**

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