

Surplus Lines Fundamentals Class Outline

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| Day 1 | <u>Welcome</u> | 5 Minutes |
| | <u>Part One: Surplus Lines Licensing</u> | 1 Hour 15 Minutes |
| | <ul style="list-style-type: none"> • Surplus Lines -- <i>What Exactly is Surplus Lines</i> • Licensing <ul style="list-style-type: none"> ○ <i>Players in a Surplus Lines Transaction</i> ○ <i>Who Needs to Be Licensed</i> • The Regulators Rule Book <ul style="list-style-type: none"> ○ <i>Licensing Requirements</i> ○ <i>Licensing Processes and Considerations</i> • Domestic Surplus Lines Insurer (DSLII) • Tidbits of Information • Required Notifications | |
| | Break | 10 Minutes |
| | <u>Part Two: Surplus Lines Overview</u> | 30 Minutes |
| | <ul style="list-style-type: none"> • Points of Insanity <ul style="list-style-type: none"> ○ <i>Statutory Differences</i> ○ <i>Top 5 Filings Errors</i> | |
| Day 2 | <u>Surplus Lines Tax Filing & Reporting</u> | 2 Hours |
| | <ul style="list-style-type: none"> • Let's Clear the Air <ul style="list-style-type: none"> ○ <i>Where are Taxes Filed</i> ○ <i>Due Diligence</i> ○ <i>Exports Lists</i> ○ <i>Disclosure Notices</i> ○ <i>Role of Surplus Line Associations</i> | |
| | Break | 10 Minutes |
| | <ul style="list-style-type: none"> • The Tax Filing & Reporting Horror Picture Show <ul style="list-style-type: none"> ○ <i>Taxable and Non-Taxable Fees</i> ○ <i>Tax Reporting</i> ○ <i>Tags</i> | |

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