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Insurance Essentials is a comprehensive guide that teaches the basics of property and casualty insurance. This guide supplies you with basic knowledge, yet it covers a wide breadth of information. Thus, it helps to form the fundamental understanding of insurance issues, acting as a stepping-stone to CIC and CISR programs. This book is also a great reference source for the seasoned professional. The 8th edition was expanded by over 50% with new chapters and enhanced analysis. Insurance Essentials is practical and thorough, with over 500 pages. It discusses the most important aspects of personal lines and commercial lines insurance, and contains explanations of policy terms, coverage forms, conditions, endorsements, exclusions, and limits. This book is continually updated based on the most recent ISO forms. Examples throughout the guide assist with explaining the important terms and concepts. These examples often show how specific coverage is applied to different loss situations to give you an enhanced understanding of the material. In short, the Insurance Essentials helps new employees to reach a certain level of proficiency in a short period of time and serves as a ready reference guide for the future. (8th edition, 510 pages, includes companion study guide)

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