

**Federation of New York Insurance Professionals
81st Annual Convention
Vernon, New York, May 1, 2026**

8:30 a.m. until 11:30 a.m.

"Exposures Your Insureds Have and What are you Doing About it?"

Instructed by Mishell K. Magnusson, V.P. of KJM Consulting & Training, Inc.

As Agents and Brokers, we have responsibilities to the consumer as well as to our insurance carriers. One of those basic responsibilities include uncovering exposures and giving the consumer options as to what to do about them. In this program we will first discuss our duties to the consumer and the insurance carrier as agents and/or brokers. We will then look at those emerging exposures that consumers may or may not have; then look at what the unendorsed policy says about those exposures; and then discuss what options we can give the insured to address those exposures.

This program is designed to meet those requirements set by the New York State Department of Financial Services giving credit to indicated licenses below.

Members	Non-Members
<input type="checkbox"/> Course Fee = Zero	<input type="checkbox"/> Course Fee = \$150.00
<input type="checkbox"/> Lunch included	<input type="checkbox"/> Lunch ADDITIONAL \$25.00

You MUST be pre-registered to attend. This is a 3-CE credit course approved for ALL licenses.

Course # NYCR-CE NYCR-283986 Provider #100002

Licenses: 3 BR, PC, GC, PA

2:00 p.m. until 4:00 p.m.

"Now That You Know That Exposure, Do You Have Coverage?"

Instructed by Mishell K. Magnusson, V.P. of KJM Consulting & Training, Inc.

As agents and brokers, we find that our personal lines insureds have all kinds of exposures that need to be addressed. We spend time when writing the account and at every renewal asking question to better assist with their insurance needs. This course will pose a question, with four possible answers, encouraging participation as to what the correct answer is. Once we determine the correct answer, we will determine why. Areas to discuss will include Recreational Vehicles, Watercraft, many areas of the Personal Auto Policy, many areas of the Homeowners Policy and a few items on an umbrella/excess policy.

Members	Non-Members
<input type="checkbox"/> Course Fee = Zero	<input type="checkbox"/> Course Fee = \$100.00
<input type="checkbox"/> Lunch included	<input type="checkbox"/> Lunch ADDITIONAL \$25.00

You MUST be pre-registered to attend. This is a 2-CE credit course for PC

Course # NYCR-CE NYCR-283985 Provider #100002

Licenses: 2 BR, PC, GC, PA

If you plan on attending, please check all that apply:

Name: _____

Agency Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: (____) ____-____ Fax: (____) ____-____

E-mail: _____

License Number(s): _____

Last Four of Social Security Number: _____ DOB: _____

Check one:

- Member cost is zero if you have registered for convention Plan A or B. Non-Member costs apply for Plan C or D.
- Non-Member – indicate fees being paid above

Please make checks payable to: FNYIP

Mail completed form to: Kathleen Crossett
296 Schrader Hill Road
Herkimer, NY 13350

Or email to me at: KCrosset@nycm.com (only 1 "t" at the end of my name for email)

ALL FORMS AND PAYMENT (Non-members) **MUST** BE RECEIVED PRIOR TO March 31, 2026.