

1 **Before Today's Event Begins....**

2 **Before Today's Event Begins....**

3 **Before Today's Event Begins....**

4 **Why Do Insurance Professionals Ignore Serious Risks in the Post COVID-19 Recovery (And What to Do About It)**

Today's event will be presented using the Zoom Webinar platform. Materials are being provided by email in advance and can also be downloaded here. Technology support is not provided during the event.

5 **Welcome**

6 **Housekeeping**

7 **Chapter Highlights**

8 **Group Viewing Poll**

9 **Learning Objectives**

-
-

10 **Overview of Topics**

11 **Key Terms & Definitions Speakers**

12

13

14

15 **Be Confident**

16 **We Deny Risks Surprisingly Often**

17 **Negative Info Feels Bad**

18 **Ostrich Effect**

19 **How to Deal With Risk Deniers**

20 **EGRIP**

21 **E - Emotions**

22 **G - Goals**

23 **R - Rapport**

24 **I - Information**

25 **P - Positive Reinforcement**

26 **Free Additional Resources**

27

28 **Questions**

29 **Contact Information**

30 **IASA Xchange lite and Xchange 2021**

31 **Webinar Highlights**

•IASA is at work developing a robust schedule of events around exciting industry hot topics. Watch the IASA web site at www.iasa.org for more information.

32 **Thank you for joining us!**

We are interested in your thoughts about this presentation and topics you may want to see covered in the future.

REMEMBER: Today's event will end with this slide. You will be receiving an email within 24 hours of today's presentation, from IASA Support, with a link to IASA's NEW eLearning Center, to complete your survey and print your CPE certificate. Please complete your survey and print your certificate within two weeks of the event. Your transcripts will be stored in the eLearning Center should you need a record of your CPE credits in the future. If you need assistance with your certificate, contact information for support within the eLearning center will be included in your email or you may reach out to Tricia Stillman, Education Programs Director, as noted below.

If you are viewing in a group setting and would like CPE credit, please download the Group Viewing Verification Form from the materials page and return to Tricia using the contact information below.

Regarding the on-demand version of today's presentation, this event will be available in the new eLearning Center in the following week. If you would like further information about this and future topics to be covered, please contact:

Tricia Stillman

Education Programs Director – IASA

tstillman@iasa.org
984.244.7039

-
-
-