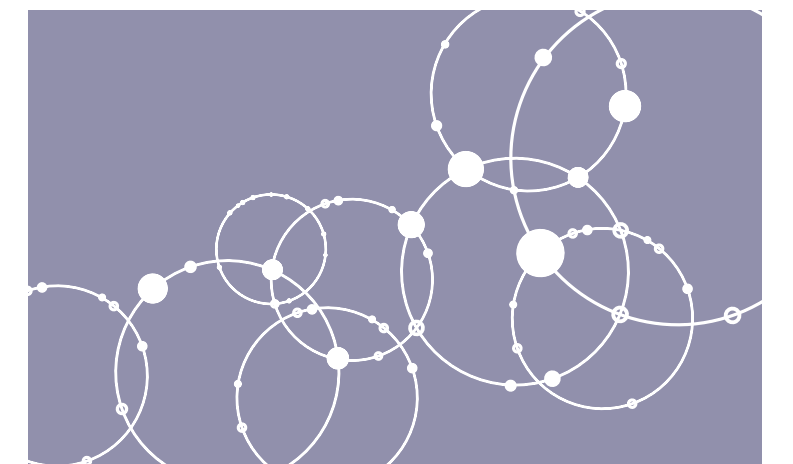
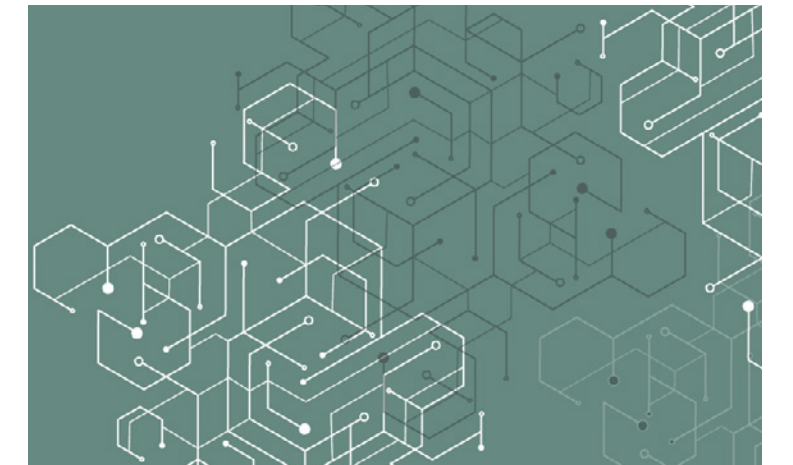




AXA Broker Development:

# Live Learning Schedule 2025

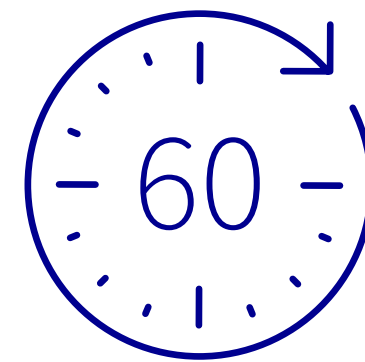






## Live Learning Schedule 2025

We've teamed up with Zing365 to offer you exclusive access to a series of 60-minute webinars in 2025, designed to support your employees, grow your business and develop your skills.



Whether you're a new starter or seasoned pro, these webinars are thoughtfully designed to empower you, your employees and boost your business.

Mark your calendars and get ready to join these dynamic sessions.

Keep an eye on your inbox as joining instructions will be sent from Zing via email 24 hours before each session. Don't forget to check your spam folder if you don't see the link!





# January

Friday 24 – 10.00am

## Motor Fleet

---

Explore how motor fleet insurance policies are incepted and the underwriting factors that an insurer would analyse to determine the premium, including burning costs and ‘vehicle years. Motor fleet policies are claims heavy, so you will also consider common ways that the insured can help manage their risk and comply with the conditions on the policy.

# February

Tuesday 4 – 12.30pm

## Introduction to Liability

---

This is your introduction to liability and its place in the UK legal system. You will delve in to the relationship between criminal and civil law and examine the system of torts which liability falls within. You will explore the relationship between the tort of negligence and insurance and how cover applies, particularly in the case of employers, public and products liability. To get a better understanding of the cover available you will also look at the wordings likely to be found in a liability policy as well as the underwriter considerations and what is not covered, and why.

Friday 7 – 10:00am

## Introduction to Claims Handling

---

Designed to give you an insight into claims handling and the various parties involved during the claims journey. During this webinar, you will look at the different ways in which indemnity can be applied, how Insurers can recover their outlay and common reasons for repudiations. You will also consider the regulatory and legislative environment that impacts claims handling.

Thursday 20 – 9:30am

## A Guide to Real Estate

---

Introduces the complexities of real estate insurance. From property owners to developers, you will examine the industries wide ranging insurance needs and the types of businesses that make up the sector. As well as more familiar covers such as material damage, liability, professional indemnity, business interruption, you will consider other insurances that may be required such as credit insurance, warranties, nuisance and environmental cover, all of which can be required by real estate clients.

Friday 21 – 10.00am

## Fraud and Fraudulent Claims

---

Fraud costs the insurance industry over £1.2b per year, and that is just the fraud that is detected...

This webinar examines the different ways insurance fraud can be committed together with the ways in which insurers are combatting such crime. You will delve in to the support that the insurance industry is given in helping to detect fraud and consider what you can do as an individual within the claims, underwriting and broking sector.





# March

Friday 7 – 10.00am

## Introduction to Business Interruption

Business interruption insurance is often sold as part of a package or commercial combined.

During this webinar, you will look at its relationship with other elements of the policy, the extent of the cover it provides, available extensions and just how important it is to protect the future of businesses affected by an insured loss.

Wednesday 19 – 12.30pm

## Lloyds and the London Market

There are a variety of different classes of business that are transacted through Lloyd's. During this webinar, you will explore the London Market and just how Lloyd's is positioned within it. You will delve in to the operation of Lloyds, its stakeholders and its place in the global insurance market. You will also learn how risks are placed, the claims process and identify the regulatory bodies that play a key role within this marketplace.

Friday 21 – 10:00am

## Intermediate BI

Business interruption can be a complex and challenging class of insurance. During this webinar, you will look at the importance of correctly setting sums insured and indemnity periods as well as how the underwriter may view a complex risk. You will also delve in to the settlement of claims and how recent legal precedent has impacted this insurance.





# April

**Tuesday 1 – 9.30am**

## **The Law of Tort**

Introduces the concept of tort and its relationship with insurance. During this webinar, you will explore the structure of UK law to determine how negligence forms part of the structure of civil law and how its rules form the basis of liability insurance. You will delve in to the torts in civil law and look at how they may relate to insurance and the cover that is provided to businesses and individuals.

**Friday 4 – 10.00am**

## **Introduction to Directors and Officers Insurance**

It is important to understand the role of a director and officer and how a claim might arise for them so that you can best advise your client. During this webinar, you will look through the basics of a D&O policy explaining who it is most suitable for as well as the cover provided and how claims occur.

**Wednesday 16 – 12.30pm**

## **Unboxing Packaged Products**

There are many different insurance products available for small businesses and it can be daunting to fully understand the risks and what insurances are available. During this webinar, you will consider which trades and businesses are most suited for commercial package insurance and when it is suitable to offer. You will explore the different types of cover such as property, business interruption and liability classes that are usually found under a packaged policy and how they will respond in the event of a loss.

**Friday 25 – 10.00am**

## **Intermediate Directors and Officers Insurance**

An in depth look at D&O policies focusing on key details, advanced concepts, case studies and the potential pitfalls of D&O policies. This course balances technical expertise with practical examples and allows experienced professionals to gain a deeper understanding of D&O. Designed to add value to those individuals who are already familiar with the basics but would benefit from a more in depth and strategic approach to presenting and advising their clients on Directors & Officers Insurance.

# May

**Friday 2 – 10.00am**

## **Property and Landlords**

Discover the fundamental aspects of property owners' insurance and how it differs to consumer property insurance. You will discover the mechanics and the importance of putting the correct covers in place to protect your client, the property owner. You will explore various pieces of legislation governing property construction, safety and usage, before exploring the potential consequences of not setting the sums insured correctly.

**Tuesday 6 – 12.30pm**

## **Introduction to Engineering Insurance**

Engineering insurance is one of those covers that is required by many customers, but do you really know what it is and have an understanding of how it works? During this webinar, you will explore the different varieties of engineering insurance, how each one works and the relevant laws in place enforcing the covers. Finally, you will consider the important underwriting factors when incepting or renewing these types of policies.

**Friday 16 – 10.00am**

## **Constructing Commercial Combined Insurance**

Combined insurance policies can be quite difficult to wrap your head around, especially if you're new to commercial insurance. This webinar aims to provide an understanding of how these policies are underwritten and how to build the policy around the insured's needs.

**Tuesday 20 – 12.30pm**

## **Risk Management and Insurance**

Introduces the relationship between risk and insurance. During this webinar you will explore the meaning of risk and the risk management process, as well as the risk transfer mechanism and how an underwriter may view a risk that is presented to them for insurance.

**Friday 23 – 10.00am**

## **Intermediate Property Insurance**

During this webinar, you will explore the complexities associated with various properties that can be insured and the risks they bring. From construction materials, occupation hazards and risk management, this webinar is designed for those who have core knowledge of property insurance but want to develop their knowledge on larger, more complex risks.





# June

Monday 2 – 12.30pm

## Embracing AI with compliance in Mind

Provides insights into the use of AI technology within general insurance firms, with a strong emphasis on compliance. You will cover AI fundamentals, its current and potential applications in the insurance sector, and the importance of adhering to regulations like GDPR and the Data Protection Act. You will also explore upcoming EU legislation, offering strategies for responsible AI adoption that align with legal requirements and industry best practices.

Friday 13 – 10.00am

## Introduction to Professional Indemnity

Introduces the liability risks for those clients whose business provide professional advice. During this webinar you will look at the core fundamentals of professional indemnity, including the mechanics, legal remedies and underwriting factors. You will also understand some key cover elements to look out for in a Professional Indemnity policy wording.

Thursday 19 – 9.30am

## Reinsurance

Introduces the basics of reinsurance. During this webinar, you will look at why reinsurance is important to the insurance industry and the various forms it takes. You will also look at some case studies that demonstrate the role re-insurance plays within the global insurance industry.

Friday 27 – 11.00am

## Understanding the Professional Indemnity Market

Professional indemnity can be quite a complex matter. During this webinar you will explore how a business can be professionally liable in several different settings before understanding the different policies that are available. You will also discover the legal remedies and underwriting factors that underwriters consider when presented with a Professional Indemnity risk.





# July

Tuesday 15 – 9.30am

## Introduction to Business Interruption

Business interruption insurance is often sold as part of a package or commercial combined insurance policy. During this webinar, you will look at its relationship with other elements of the policy, the extent of the cover it provides, available extensions and just how important it is to protect the future of businesses affected by an insured loss.

# August

Monday 11 – 12.30pm

## Insurance Principals

Insurance is based on a number of common law principles that have been followed for hundreds of years. In order to better understand how insurance works it is important to understand these principles and how they underpin insurance as we know it today.

There are 7 principles of insurance and during this course you will look at each one, ensuring that you cover the practical application of each of the principles to ensure full understanding. This is an interactive course that includes quizzes, scenarios and problem solving to embed learning.

Thursday 28 – 12.30pm

## Identifying & Assessing Financial Competency

Financial competency forms part of the mandatory minimum knowledge topics under the Insurance Distribution Directive (IDD). The FCA has not been prescriptive as to what financial competency should cover, but only that it needs to be relevant to the role undertaken. During this webinar you will explore this broad topic of financial competency taking a top-level look at key areas and concepts that General Insurance intermediaries and brokers should know and understand when dealing with and advising customers.

# September

Tuesday 2 – 12.30pm

## Introduction to Regulation of General Insurance

This webinar provides a concise and comprehensive introduction to the regulatory landscape governing General Insurance in the UK. The webinar offers a high-level overview of the key elements that define and shape the regulatory environment for General Insurance firms.

Friday 5 – 10.00am

## Introduction to Contractors All Risks

The Construction industry is a complex area for insurance to cover. The sheer cost of some building projects, the amount of equipment and materials required to complete the project, as well making sure all parties to the process are adequately covered. It is crucial that all risks are properly assessed, and potential losses considered. During this webinar you will look at construction insurance and the aspects of risk that an underwriter or broker may see. You will consider the exposures that the construction industry faces together with the legal issues that may accompany them. You will consider what needs to be covered and how this cover may differ from other commercial insurance.

Friday 19 – 10.00am

## Intermediate Contractors All Risks

During this webinar you will look at the scope of this insurance as well as the necessity and importance of Contractors All Risks insurance in complex construction projects. This webinar balances technical expertise with practical examples and allows experienced professionals to gain a deeper understanding of Contractors All Risks Insurance.



# October

Friday 3 – 10.00am

## Introduction to Liability

This is your introduction to liability and its place in the UK legal system. You will delve in to the relationship between criminal and civil law and examine the system of torts which liability falls within. You will explore the relationship between the tort of negligence and insurance and how cover applies, particularly in the case of employers, public and products liability. To get a better understanding of the cover available you will also look at the wordings likely to be found in a liability policy as well as the underwriter considerations and what is not covered, and why.

Thursday 9 – 9.30am

## Cyber, an Introduction

Cyber Insurance is fast becoming an essential insurance cover. This webinar aims to demystify some of the language used and looks at the type of events that can occur. During this webinar you will explore the elements of cover, as well as some of the underwriting concerns. You will review real life examples of what can go wrong and how a cyber insurance policy can offer both protection and peace of mind.

Friday 17 – 10.00am

## Employers Liability

Many businesses have employees to conduct their business. Some businesses also use sub-contractors for certain elements of work to complete a project. During this webinar you will who is classed as an employee, and the associated risks that an employer carries. You will delve in to the relevant laws, regulation and guidelines issued by the Health & Safety Executive, alongside the consequences of not having the appropriate protection in place. You will also consider the processes that an employer is able to put in place to not only protect their employees, but themselves.

Wednesday 22 – 9.30am

## Goods in Transit

In today’s world, we have become dependent on items being delivered directly to our doorstep. What can be difficult to understand is who is actually responsible? Where does the liability end and begin? During this webinar you will explore the risks and factors associated with products that are being shipped from one destination to another, before exploring the covers and options available to help you determine suitable covers and recommendations for your clients. You will also explore the typical terms and conditions that you would expect to find on a goods in transit policy.

Friday 31 – 10am

## Products Liability

During this webinar you will look at the mechanics of products liability, product recall and product guarantee. You will explore the types of clients who require products liability, how insurers developed this cover and how liability can arise.

# November

Wednesday 5 – 9.30am

## Cyber Insurance, the Challenges

Exploring cyber insurance in today’s insurance market. During this webinar you will learn how cyber policies have developed to react to increasingly sophisticated and complex attacks on all types of businesses. You will delve in to what the global insurance market is doing to counter this form of threat, mitigate loss and meet the challenges of this class of business. You will also learn some of the terminology used within the cyber insurance market and explore what’s next for cyber insurance and where it is predicted to move within the market.

Friday 14 – 10.00am

## Essentials of Motor Trade

The motor trade industry is a large and complex world and face many different risks daily. During this webinar you will learn the risks associated with a motor trader and determine the products and covers available. You will explore the unique policy covers and extensions that are available for someone working within the motor trade industry.





# More self-learning tools from AXA

## Brokerwise Passport

Over 80 easy to use on demand self-learning modules. Free to register, free to use.

---

## Brokerwise

In-depth technical topics in bitesize chunks.

---

## AXA Climate School

Take steps to a greener future with free modules making climate change more understandable.

---

For more information contact your local AXA representative.  
Follow us on [AXA UK Broker LinkedIn](#).

