

# Mechanical Breakdown

## Includes

- Covered Equipment
- Mechanical
- Electrical
- Computer or communication
- Air conditioning and refrigeration units
- Boilers and pressure units
- Advertising

## Policy Review

- Forms
- Endorsements
- Insuring Agreement
- Definitions
- Exclusions
- Conditions

## Sales Review

- Top markets for Your Agency
- Client needs
- Questions to ask
- Appropriate limits