

# Pollution & Environmental

## Overview

- Discuss types of pollution and environmental hazards.
- Discuss the difference between first party and third party insurance.
- Discuss how companies can better manage these risks

## Policy Review

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

## Sales Review

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