

Surplus Lines Fundamentals

Class Outline

Class Overview

Day One: The Basic Training of Surplus Lines Licensing

- *Surplus Lines Market*
- *Terminology*
- *Licensing Requirements*
- *Licensing Processes*

10 Minute Break

- Surplus Lines Market
 - *What Exactly is Surplus Lines*
- Points of Insanity
 - *Statutory Differences*
 - *Top 5 Filings Errors*

Day Two: Surplus Lines Tax Filing & Reporting

- Let's Clear the Air
 - *Where are Taxes Filed*
 - *Due Diligence*
 - *Exports Lists*
 - *Disclosure Notices*
 - *Role of Surplus Line Associations*

10 Minute Break

- The Tax Filing & Reporting Horror Picture Show
 - *Taxable and Non-Taxable Fees*
 - *Tax Reporting*
 - *Tags*

Information shared in the Surplus Lines Fundamentals Class is subject to change. The instructors and SILA are not engaged in rendering legal or other professional advice and neither shall be held responsible for incomplete or incorrect information. Students should consult legal counsel as appropriate.