

## RISK MANAGEMENT CRITERIA - SEMINAR ATTENDANCE NUMBERS

| Brokerage Staff Size | Position in Insured Brokerage  | Total Attendees Required                            |
|----------------------|--|---|
| 1 - 4                | Active Brokerage Principal, Owner, Partner or Officer  | 1   |
| 5 - 8                | 1 Active Brokerage Principal, Partner, or Officer<br>And any combination of Producers or CSR's   | 2   |
| 9 - 12               | 1 Active Brokerage Principal, Owner, Partner, or Officer<br>And any combination of Active Brokerage Principal, Owner, Partner, Officer, Operations Manager, Producer, or CSR's | 3   |
| 13+                  | 1 Active Brokerage Principal, Owner, Partner, or Officer<br>And any combination of Active Brokerage Principal, Owner, Partner, Officer, Operations Manager, Producer, or CSR's | 25% of staff but no more than a max of 15 attendees |