

## **TRAINING IMPACT ON INSURANCE**

### **Don't Keep Additional Training Secret:**

This year I have attended a number of conferences and conventions for the owners and operators of various aircraft. My staff and I have been invited to speak about insurance and safety to many of these groups. In fact, the overall agenda seems to have shifted toward the safe operation of aircraft, whether it involves maintenance of the aircraft or flight operations.

The trend is safety. We are advising the underwriting community at every opportunity that those aircraft owners who attend these seminars should receive consideration when they renew their insurance. In turn, we are advising each owner's group to issue certificates as evidence of completion for their underwriters.

Every little bit helps. Underwriters appreciate safety training. →