

Everything You Need to Know About Cyber Liability Insurance

Course Description

Most real estate professionals believe that if they are ever the victim of a digital crime such as being hacked and suffering a data breach or held for ransom, or having a client fall for a wire transfer scam their Errors & Omission (E&O) or General Liability (GL) insurance will cover them. What if I told you that they won't help you at all in the digital/cyber world?

In this session, you will learn how and why the real estate industry has become such a major target for digital crime, steps you can take to better protect yourself, your business, and your clients, what Cyber Liability (CL) insurance is, why you need it, how to pick the right policy, and more.

Direct Learning Objectives / In this session, you will learn how to:

1. Identify how and why hackers and digital crime continue to happen targeting consumers and small business owners
2. Relate how the real estate industry has become a target for hackers and fraudulent digital schemes
3. Identify the risks digital threats have to your real estate business
4. Identify what PII is and how you are often required to collect this information
5. List the FTC's 5 Steps for Proper Data Security
6. Identify what encryption is and how it helps your business
7. List steps or actions you can take to protect your business from cyber threats
8. List common scams that target the real estate industry
9. List steps you can take to ensure you are safer in your inbox and online
10. Explain what wire transfer is, how it works, and the steps you can take to protect your clients' from a wire transfer fraud scam
11. Identify what Cyber Liability insurance is and why it has become so necessary in the real estate industry
12. List steps you take in selecting the best Cyber Liability insurance policy