

**Title of webinar**

*The Dark Art of Cyber underwriting*

Cyber insurance is one of the newer products in the market and is growing and changing all the time.

This webinar gives an overview of the features of the product and key covers it provides, with no bias towards any one insurer. It looks at some recent cyber incidents, and in the light of those reflects on how brokers can better help clients to prepare & defend themselves, and what changes insurers may look to introduce as cyber risk continues to evolve.

**Who is it for?**

This webinar is for:

- Brokers who would like greater understanding of the risks commercial clients may face, and how they can better help them prepare
- Underwriters who would like more insight into the features of cyber products and likely developments

**Learning objectives**

By the end of the webinar, you will understand:

- the key risks insured in a cyber policy and importantly for clients what is not insured
- how cyber risks are underwritten and what makes up an attractive cyber risk submission
- what risks future cyber policies might be extended to include in a softening market

**Feedback from previous webinars**

*Interesting and thought-provoking overview of cyber insurance and underwriting appetite for it. Roger was a great presenter and used features such as polls and the chat function to great advantage to keep the audience engaged.* Andrew Goate, Deputy President, Insurance Institute of Chelmsford

*Roger's session is very good – he really knows his stuff! He uses an interactive quiz to ensure engagement, and was excellent at answering all the on-the-spot questions.* Aloma Ritchie, Broker Relationship Manager, Momentum Solutions

**About Fuse Consultancy**

[Roger Lewis](#) started [Fuse Consultancy](#) in 2018 after 25+ years in corporate insurance internationally. He is passionate about insurance innovation and has expertise in a number of product areas, including Cyber, D&O and PI insurance. Insurer clients and the Lloyd's Market Association (LMA) engage Roger to help their underwriters develop their product and trading skills. Roger enjoys sharing his enthusiasm for the art of underwriting. He also works across the market helping insurers to build new products better and bring these to market faster.

Roger's webinars are always interactive, with views/opinions sought from attendees, and time allowed for Q&A at the end.

**Charge for webinar delivery is £400 plus vat**

Contact [sam@lightthepark.co.uk](mailto:sam@lightthepark.co.uk) for more information or to book.