
CASE STUDIES

Introduction to Case Study – Group Work

1 READ your case study

2 SOLVE for the case study you were assigned. Solve as many issues as you think you should. Utilize the information you have learned this week.

3 FIND a creative way to present to the entire class without using insurance words. *Tip: you can include additional information, have a pre-call or email exchange with the client, etc.*

Introduction to Case Study

Thursday & Friday

Thursday: 90 minutes to work in your teams
Friday: 60 minutes to work in your teams

Requirements

Presentations must be at least 7 minutes, but no more than 10
(10 minutes allocated for group feedback between presentations)

Judges will listen for how many issues you uncover and solve for **without using insurance words!**

Points Allocation

1st Place
????
Points

2nd Place
???
Points

Group Competition

	Chubb Club	Coast to Coast Crew	Dark Horses	No Names	The Perils
Misc Points	250	100	300	350	275
Tues Quiz					
Wed Quiz					
Thurs Quiz					
Fri Quiz					
Presentation					
TOTAL	250	100	300	350	275

Questions



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