



# CLAIMS HANDLING SEMINAR

## MASTERING MARINE CLAIMS HANDLING

### OUTLINE

#### I. Introduction to Marine Claims

- Brief Overview of Marine Claims
- Importance of Understanding Marine Risk & Types
- Shipowners' Insurance Needs

#### II. Marine Insurance Basics

- The Role of Insurance Brokers
- Types of Insurance Markets
- Understanding and Managing Marine Claims
- Importance of Maintaining Claims Records

#### III. Hull & Machinery Claims

- Perils Insured Against in Hull & Machinery Insurance
- Deductibles in Marine Insurance
- Constructive Total Loss & Abandonment
- Case Study: Analyzing "Reasonable Cost of Repairs"

#### IV. General Average, Salvage & Sue and Labour

- Explanation of General Average
- Handling Claims in General Average
- Salvage Operations: No Cure – No Pay and Contractual Agreements
- Understanding Sue and Labour Expenses
- Practical Case Study on General Average or Salvage Scenario

#### V. Shipowners' Liabilities

- Liability Scenarios in Collision Situations
- Legal Aspects of Crew, Passenger, and Other Person Liabilities
- Insurance Coverage for Shipowners' Liabilities
- Case Studies Illustrating Liability Claims

*The seminar is delivered in English.*



A comprehensive seminar designed to enhance your knowledge and skills in the art of handling and settling marine claims. This four-session online seminar is packed with real-world case studies and practical examples, presented by industry experts.

---

Dates: 4, 5, 10 & 12 March  
Hours: 19:30 - 21:30  
(GMT+2)

---

**Study Method:**  
**100% Online**

#### CONTACT US FOR MORE INFO:

HELLENIC MANAGEMENT CENTRE  
1 PLATONOS STR. 18535, PIRAEUS,  
GREECE

T: +30 210 4125945, M:I  
NFO@HELMC.COM

W: WWW.HELMC.COM

# BENEFITS OF ATTENDING

- Professional Development Opportunities & Skills Development
- Enhanced Understanding of Marine Claims
- Networking and Industry Insights
- Certificate of Participation

## IDEAL FOR

Ship managers, Claims Executives & Advisors, Claims assistants & handlers, Insurance Executives & Brokers, Underwriters, Operations & Chartering Executives, Lawyers and Legal executives.

## HOW TO ATTEND ONLINE

The seminar will be delivered exclusively online by fully tutored live learning sessions. Once your registration is completed, you will receive an email with all the information and the link for the webinars. For your participation no special equipment is needed except a camera and a microphone.

## TUTOR & CV RESUME

**GEORGE MARGARITOPOULOS**, ASSOCIATE DIRECTOR,  
RICHARDS HOGG LINDLEY (RHL)

**George Margaritopoulos** is an average adjuster, with Richards Hogg Lindley (RHL) Piraeus since 2015 and has also spent time working in RHL's London office. He is qualified as a Fellow of the Association of Average Adjusters. He has previously worked as a spares and shipyards broker and as a chartering broker. He holds a bachelor's degree in industrial management & technology from the University of Piraeus and an MSc in Marine Policy from Cardiff University.

He teaches Marine Insurance at the Institute of Chartered Shipbrokers.



Details:

Duration: 4 online sessions

Fees: 400 EUR (Incl. tuition fees & reading material)

ICS Members are eligible for a 20% discount at all HMC Professional Maritime Seminars.

**APPLY NOW!**

CONTACT US FOR MORE INFO:

HELLENIC MANAGEMENT CENTRE  
1 PLATONOS STR. 18535, PIRAEUS,  
GREECE

T: +30 210 4125945, M:I

NFO@HELMC.COM

W: WWW.HELMC.COM