

Firm Events | November 19, 2025 | 1:00 PM - 2:00 PM ET

# InsurTech Legal Academy Webinar: Embedded Insurance for InsurTechs

ON24

## SPEAKERS

[Brian T. Casey](#) | [Zachary N. Lerner](#)

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This presentation will cover the legal and regulatory compliance nuances relating to offering insurance alongside a customer's purchasing journey for other products and services. Offering insurance at a "point of checkout" or as part of a bundled product/service package may be an attractive marketing strategy, but there are a myriad of associated legal and regulatory compliance considerations and practical challenges.

- Is the core vendor properly licensed to sell insurance or is that vendor otherwise structuring the process to make sure a licensee handles the insurance transaction component?
- Is the "package" of products/services permissible under state insurance laws?
- Are insurance sales commissions being shared in a proper manner?
- Do challenges become more difficult in the excess and surplus lines insurance markets?

These questions and others will be explored in this presentation.

## RELATED INDUSTRIES + PRACTICES

- [Insurance Transactional + Regulatory](#)