

FOR IMMEDIATE RELEASE

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Contact:

Kara Davis

Phone: (610) 644-2100, ext. 7851

E-mail: davis@TheInstitutes.org

INS Study Materials Now Available in Arabic

The Institutes and JWZ Solutions provide INS courses in Arabic for individuals and institutions

MALVERN, Pa.— The Institutes and JWZ Solutions announce the publication of textbooks for the Associate in General Insurance (AINS) in Arabic. The three textbooks are:

- INS 21—Property and Liability Insurance Principles
- INS 22—Personal Insurance
- INS 23—Commercial Insurance

The exams for these courses are also available in Arabic, and are presented in the same format as the English exams.

The translation of these study materials is a milestone in the development of the insurance market in the MENA region. JWZ's vision is to help develop the human resources capabilities of the insurance industry in the Arab world.

“We are very pleased to be able to join with JWZ to offer study materials and exams for the Associate in General Insurance in Arabic,” said Saul J. Swartout, executive vice president of The Institutes. “The global nature of our financial markets demands global understanding and the AINS program helps provide that understanding for insurance practitioners in the MENA region.”

The Program in General Insurance (INS) builds a solid foundation for understanding insurance as it is practiced in the United States. The three INS courses cover insurance principles, practices, and policies in depth. Earning the AINS designation provides a globally respected credential that can enhance future career opportunities and help individuals in their current jobs.

To earn the Associate in General Insurance (AINS) designation, individuals must:

- Pass the three Arabic (or English) INS exams
- Complete the free online Ethical Guidelines for Insurance Professionals

Ethical Guidelines for Insurance Professionals is currently available in English (an Arabic language version will be available in the near future) and provides a U.S. perspective on the practice of business ethics, complete with insurance case studies.

Alternatively, the AINS designation can be earned by substituting INS 22 or 23 with an elective course from an approved list of Institutes courses. More information is available at www.TheInstitutes.org/AINS.

Distribution of products and services are already in progress. For more information, contact JWZ Solutions P.O. Box 75,719, Manama, Kingdom of Bahrain
Telephone: 00 973 17825700
Fax: 00 973 17825057
E-mail moza@jwzsolutions.com
www.jwzsolutions.com

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About The Institutes

The Institutes are the leader in delivering proven knowledge solutions that drive powerful business results for the risk management and property-casualty insurance industry.

The Institutes' knowledge solutions include the CPCU designation program; associate designation programs in areas such as claims, risk management, underwriting, and reinsurance; introductory and foundation programs; online courses; research; custom solutions; assessment tools; and continuing education (CE) courses for licensed insurance professionals and adjusters through its CEU.com business unit.

About JWZ Solutions, WLL

JWZ Solutions is the only management and business consultancy firm in the Middle East dedicated to the insurance profession. The company began operations in November 2007 to provide consultancy to the financial services industry in a variety of fields, with two corporate strategies. The first strategy is to provide technical advice, consultancy and project management to companies where the expertise or resources do not exist in-house. The second is to promote and give advice on training, development and qualifications for insurance

and financial services professionals in the region. Training for insurance courses is provided in conjunction with regional partners in the Kingdom of Saudi Arabia, Kuwait, and the UAE, amongst others. JWZ Solutions is The Institutes' preferred provider of in-class instruction and distribution of all approved Arabic translations (except ARM 54, 55 and 56) and English Institute courses throughout the Middle East North Africa (MENA) region.