

With the Institutes' **Associate in Fidelity and Surety Bonding** designation program, you'll build a strong foundation of knowledge in fidelity and surety bonding principles and practices. You'll also gain an overall understanding of insurance operations and regulation, so that you can better serve your clients' needs.

## Courses and Bottom-Line Benefits

### AFSB 151: Principles of Suretyship

- Increase ability to serve a broader variety of clients by learning about the various types of surety bonds and their appropriate applications
- Make better bond decisions by learning principles of bond production, underwriting, and credit investigation

### AFSB 152: Contract Surety

- Make sound underwriting decisions by learning to analyze contractor financial statements and use trend analysis and forecasting to evaluate contractor capacity
- Improve ability to serve principals and obligee by gaining an understanding of construction, contract bond law, and the contract bid process

### AFSB 153: Commercial Surety and Crime Insurance

- Further increase ability to serve a broader variety of clients by learning the contents and protection afforded from license and permit bonds, public official bonds, court bonds, and miscellaneous surety bonds
- Strengthen underwriting decision making through an understanding of unique loss exposures with commercial crime insurance and financial institution bonds

### CPCU 530: Business Law for Insurance Professionals

- Make better commercial underwriting decisions by learning how client contracts may affect coverage
- Prepare to manage or mitigate the effects of litigation by learning insurance applications of contract law and tort law
- Enhance that agency relationship with an understanding of agency law and the related insurance applications

### CPCU 540: Finance and Accounting for Insurance Professionals

- Increase your effectiveness by interpreting and analyzing financial statements of insurers and noninsurers
- Improve underwriting and claim decisions by applying cash-flow valuation methods
- Broaden your industry knowledge by learning how insurers manage their financial assets and capital
- Support organizational change by learning the significance of major developments in financial reporting and regulatory capital

▶ **Level:** Intermediate

**Exams:** Five

**Completer Info:** Passing the required exams earns the designation.

**We Recommend AFSB for:** Bond producers, bond underwriters, and claim adjusters

**Cross-Credits:** Visit our Web site for additional programs toward which AFSB courses count.

**Sequence:** When pursuing this designation, we recommend taking AFSB 151 first and taking CPCU 540 before AFSB 152.

**Program Notes:** The AFSB program was developed with the encouragement and technical assistance of the National Association of Surety Bond Producers and the Surety & Fidelity Association of America.

▶ **New Ethics Requirement**

Ethical behavior is crucial to preserving the trust on which insurance transactions are based and also the public's trust in our industry. That's why, starting in 2011, completing the free online *Ethical Guidelines for Insurance Professionals* will be required for all associate designation programs. Log on to [www.TheInstitutes.org/ethics](http://www.TheInstitutes.org/ethics) for information and sign up for free.



### Study Aids

Available for CPCU courses, our SMART Study Aids include flash cards, review notes, and online practice exams. They supplement the text and course guide to help you retain key concepts and maximize your study time. Learn more on our Web site, [www.TheInstitutes.org](http://www.TheInstitutes.org).

### Online Courses

Did you know The Institutes offer hundreds of online courses, including instructor-led and self-study courses? Try them for yourself at [www.TheInstitutes.org](http://www.TheInstitutes.org).

### Continuing Education

Most of The Institutes' courses are approved for CE credit in most states. You can also earn CE credit quickly and cost-effectively through our CEU.com business unit. Log on to our Web site to learn how to earn CE credit with The Institutes.

### Questions

For more information and to take advantage of The Institutes' free educational advising service, please contact Customer Service at [customerservice@TheInstitutes.org](mailto:customerservice@TheInstitutes.org) or call (800) 644-2101. You can also visit us online at [www.TheInstitutes.org](http://www.TheInstitutes.org), where you will find everything you need to know about registering for exams, purchasing study materials, and more.

### 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.

"During my years in management, I have found that the most successful employees invest their time in insurance-specific education. Whether it is CPCU, AU, AIM or ARM, a high-quality employee continues his or her education. These employees are the ones that get noticed and are at the front of the line for promotions."

—**Diana Van Horn, CPCU, CIC, CRM**  
Intermountain Regional Vice President  
Unigard Insurance

## YOUR PROFESSIONAL DEVELOPMENT PLANNER

### PHASE I

To fully understand the insurance industry and develop the ability to apply fundamentals in your daily work, you need a solid foundation in core concepts and principles.

**Insurance Essentials**

**Online Learning Fundamentals Courses**

**Company-Specific Training:**  
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**Introduction to:**  
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### PHASE II

Once you have an overall understanding of the industry, you'll be able to benefit from more-technical knowledge. Choose a generalist (**G**) or specialist (**S**) approach, depending on your needs.

**Associate in General Insurance (G)**

**Online Learning (S):**  
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**Associate in Reinsurance (S)**

**CPCU (G)**

**Company-Specific Training (S):**  
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### PHASE III

Professional development should continue throughout your career so you can stay current on the latest industry practices and refine your technical insurance knowledge.

**Online Learning**  
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**Associate in:**  
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**CPCU**

**Company-Specific Training:**  
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