

GENERAL
INSURANCE

AINS



Associate in General Insurance (AINS) Designation

A New Way to Advance With The Institutes.



The Institutes

Proven Knowledge. Powerful Results.®

NEW! INS is now the Associate in General Insurance (AINS) Designation!



Our proven and popular Program in General Insurance (INS) just got better, because it is now a designation. The new Associate in General Insurance (AINS) designation features a flexible elective option, allowing you to tailor the program to meet your professional needs.

Built upon the INS certificate program, the new AINS designation provides a solid foundation to help you accelerate your career in insurance. The INS courses provide you with a comprehensive knowledge of insurance principles, practices, policies, and coverages, while the optional electives allow you to focus on areas relevant to your professional goals.

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

- Complete the free Ethical Guidelines for Insurance Professionals (Ethics 311)
- Pass exams for AINS 21, AINS 22, and AINS 23, **OR**
- Pass exams for AINS 21 and AINS 22 plus pass the exam for a qualifying elective course (see chart), **OR**
- Pass exams for AINS 21 and AINS 23 plus pass the exam for a qualifying elective course (see chart)

The Institutes and LOMA offer a property-casualty track in LOMA's Associate, Customer Service (ACS) designation program. Passing AINS 21, 22, and 23 gives you a head start; log on to www.TheInstitutes.org/AINS for information.

| Courses in the Associate in General Insurance | Elective Course | Waives in the CPCU program | Mandatory Ethics Requirement |
|---|---|----------------------------|---|
| AINS 21, AINS 22, and AINS 23 | None Required | CPCU 553 or 557 | Ethics 311—Ethical Guidelines for Insurance Professionals |
| AINS 21 and AINS 22 | Pass the exam for any course in the list of electives below, except CPCU 555, and individual segmented exams | CPCU 553 | |
| AINS 21 and AINS 23 | Pass the exam for any course in the list of electives below, except AAI 82, APA 92, CPCU 551, CPCU 552, and individual segmented exams | CPCU 557 | |

Elective Courses

You can tailor the AINS program to match your personal and professional needs. You can choose from any of the following Institutes courses (except for those noted in the table above). The chart below offers suggestions that may align with individual career paths:

| Functional Area | Elective Course Options |
|---|---|
| All | CPCU 500, 510, 520, 530, 540, 551, 552, 555, 556, or 560; AIM 40 or 44; AIT 131, 132, or 134; AIAF 111 or 112 |
| Agent/Broker, Customer Service, Call Center | AU 65 or 66; API 28 or 29; AAI 82 or 83; ANFI 205 or 206 |
| Claims | AIC 33, 34, 35, or 36 |
| Reinsurance | ARe 144 |
| Risk Management | ARM 54, 55, or 56; ERM 57 |
| Underwriting | API 28 or 29; AU 65 or 66 |
| Other Specialty | APA 91 or 92; AMIM 121 or 122; AFSB 151, 152, or 153; ASLI 163 or 164; IR 201 |

Free Bonus

As a bonus to anyone who earns the AINS designation, The Institutes are giving a free 60-day trial to a special Business Acumen suite of online courses. Designation completers will receive access information for the free trial upon completion of their last exam in the AINS program.

AINS Designation Pre-Qualifiers

Some individuals are pre-qualified to earn the AINS designation because they have already earned the Certificate in General Insurance or passed a combination of the necessary exams (see charts). If you are a pre-qualifier, log on to www.TheInstitutes.org for instructions on how to finish the AINS designation and receive a diploma.

If you have any questions about whether you might be a pre-qualifier, log on to The Institutes Account Manager at www.TheInstitutes.org and click on My Progress Tracker.

Program Notes

Segmented Delivery:

NEW! AINS courses are available in a segmented, online format. Visit our Web site for information on our new online INS delivery. Segmented INS exams are available at selected Institutes-approved on-site testing centers and all Prometric Testing Centers.

Cross Credits: AINS courses can also help you earn other Institutes credentials

| AINS Course(s) | Provides Credit Toward |
|--------------------|----------------------------|
| AINS 22 | AIC |
| AINS 21 & 22* | API, CPCU (see above) |
| AINS 21 & 23* | CPCU (see above) |
| AINS 21, 22, & 23* | AAI, AIS, CPCU (see above) |
| AINS 22 & 23 | ARe 143 |
| AINS 23 | AU |

* For CPCU credit, please see chart at top of page.