

The Institutes' Associate in Marine Insurance Management program balances the study of specialized ocean and inland marine insurance and underwriting content with material on the overall business of insurance so that you can apply your knowledge to a wide variety of situations. Plus, by giving you the flexibility to earn a Certificate of Completion or the AMIM designation, you can customize the program to suit your specific knowledge needs.

Bottom-Line Benefits

AMIM 121: Ocean Marine Insurance

- Build a book of business by learning to identify customers' marine loss exposures and by recommending appropriate coverages
- Improve customer satisfaction with specialized knowledge and strong underwriting

AMIM 122: Inland Marine

- Improve effectiveness by understanding the principal classes of commercial inland marine business
- Enhance customer service ability by learning appropriate inland marine forms and endorsements to meet a customer's needs
- Strengthen financial performance with knowledge of how to underwrite inland marine classes of business

CPCU 510: Foundations of Risk Management, Insurance, and Professionalism

- Improve effectiveness by relating property-casualty insurance theory to everyday practice
- Raise visibility within organization by increasing ability to consistently excel
- Continuously improve customer service by gaining the practical skills to meet changing customer needs

CPCU 530: The Legal Environment of Insurance

- Prepare to manage or mitigate the effects of litigation by learning insurance applications of contract law and tort law
- Improve organizational compliance by developing a detailed understanding of insurance regulations
- Make better commercial underwriting decisions by learning how client contracts affect coverage
- Reduce exposures by learning how the law affects insurance organizations

Course Level: Intermediate

Exams: Six

Completer Info: Passing the AMIM 121 and 122 exams earns a Certificate of Completion. To earn the designation you must pass the four courses listed as well as two electives listed below:

CPCU 520: Insurance Operations, Regulation, and Statutory Accounting

CPCU 540: Finance for Risk Management and Insurance Professionals

CPCU 551: Commercial Property Risk Management Insurance

CPCU 552: Commercial Liability Risk Management and Insurance

CPCU 560: Financial Services Institutions

AU 65: Commercial Underwriting: Principles and Property

AU 66: Commercial Underwriting: Liability and Advanced Techniques

ARM 54: Risk Assessment

ARM 55: Risk Control

ARM 56: Risk Financing

AIC 33: Claim Handling Principles and Practices

AIC 34: Workers' Compensation and Managing Bodily Injury Claims

AIC 35: Property Loss Adjusting

AIC 36: Liability Claims Practices

AAI® 81: Foundations of Insurance Production

AAI 82: Multiple-Line Insurance Production

AAI 83: Agency Operations and Sales Management

Cross-Credits: Visit our Web site for additional programs towards which AMIM courses count.

We Recommend ARM for: Agents/brokers, agency principals, claim adjusters, line of business managers, marine underwriters, and risk managers

Program Notes: AMIM was developed with the technical and financial assistance of the Inland Marine Underwriters Association and the American Institute of Marine Underwriters.

Study Aids

Available for select Institute courses, SMART Study Aids help you retain key concepts by supplementing course materials. The Review Notes and Flash Cards allow you to maximize your study time, while the new SMART Online Practice Exams are as close as you can get to experiencing an actual exam before taking one.

Online Courses

Online learning powered by COMET is the revolutionary Web-based learning tool that delivers the Institutes' respected technical insurance content in smaller pieces. Try it for yourself—visit www.aicpcu.org/COMET.

Questions?

For more information and to take advantage of the Institutes' free educational advising service, please call Customer Service at (800) 644-2101 or e-mail customerservice@cpcuiia.org. You can also visit the Institutes on the Web at www.aicpcu.org, where you will find everything you need to know about registering and studying, including a complete course catalog. We're here to help you succeed on your professional development path!

About the Institutes

The American Institute for CPCU/Insurance Institute of America are not-for-profit organizations offering knowledge solutions and professional development services to the risk management and property-casualty insurance community. The Institutes offer the CPCU designation program; associate designation programs in areas such as claims, risk management, underwriting, and reinsurance; introductory and foundation programs; and online courses, all of which help drive better decision making to propel business success.

“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 industry fundamentals in your daily work, you need a solid foundation in core concepts and industry principles.

Insurance Essentials

Online Learning:

Company-Specific Training:

Introduction to:

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.

Program in General Insurance (**G**)

Online Learning (**S**):

Associate in Marine Insurance Management (**S**)

CPCU (**G**)

Company-Specific Training (**S**):

PHASE III

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

Online Learning:

Associate in:

CPCU

Company-Specific Training: