

The **Associate in Premium Auditing** program provides you with a solid foundation in essential auditing, accounting, and insurance principles, so that you can produce accurate premium audits that meet high professional and industry standards. After completing the APA program, you'll have in-depth knowledge of insurance operations and regulations, business and financial analysis, and premium auditing principles, practices, and procedures.

Courses and Bottom-Line Benefits

APA 91: Principles of Premium Auditing

- Make better underwriting decisions by learning how to evaluate an insured's operations and employees
- Design more effective audit programs by learning how to evaluate accounting systems, verify and analyze data, and prepare premium audit reports
- Enhance customer service by understanding how to communicate and negotiate more effectively

APA 92: Premium Auditing Applications

- Improve ability to premium audit by understanding workers compensation insurance and its effects on construction, maritime, and other operations
- Build a more profitable, diversified book of business by learning premium determination for commercial general liability, business auto, motor carrier, garage, commercial property, and inland marine insurance

CPCU 520: Insurance Operations

- Increase efficiency by understanding how different functional areas operate and interact with each other to positively affect overall operations
- Support compliance efforts by understanding the pervasive effects of regulation on core insurance operations
- Enhance your value to the organization by understanding the process insurers use to formulate and implement critical business strategies

▶ **Course Level:** Intermediate

Exams: Four

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

In addition to the courses listed on the left, you must also successfully complete one of the electives listed below:

CPCU 540—Finance and Accounting for Insurance Professionals

CPCU 552—Commercial Liability Risk Management and Insurance

Program Notes: The National Society of Insurance Premium Auditors (NSIPA) confers the Certified Insurance Premium Auditor (CIPA) designation on people who hold the Associate in Premium Auditing (APA) designation and meet certain experience, ethics, and other education requirements. For more information, visit www.nsipa.org.

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.

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.

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 or call (800) 644-2101. You can also visit us online at 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.

“From my perspective as a hiring manager, these designations are a window into an individual’s work ethic and clearly demonstrate an ability and drive that are needed to excel in today’s demanding environment. When comparing two candidates who may be equal in all other qualities, I will gravitate toward hiring the one who has shown a commitment toward continuing education.”

—**Jeff Cruely, CPCU, CIC, ARe, AU, AMIM**
Vice President—Commercial Lines,
Ohio Casualty Insurance Co.

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:

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.

Associate in General Insurance (G)

Online Learning (S):

Associate in Reinsurance (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 refine your technical insurance knowledge.

Online Learning

Associate in:

CPCU

Company-Specific Training:
