

By pursuing a specialized Institutes program, you will develop practical skills that you can immediately apply to your daily work. Whether you need technical surplus lines knowledge or advanced knowledge of fidelity and surety bonds, The Institutes have a program to meet your professional development needs. Complete program details for all of the designations listed below can be found on our Web site, www.TheInstitutes.org.

Bottom-Line Benefits

Associate in Fidelity and Surety Bonding (AFSB)

- Increase ability to serve a broad variety of clients by learning the various types of fidelity and surety bonds and their appropriate applications
- Improve ability to serve principals and obligees in contract bonding by gaining an understanding of construction, contract bond law, and the contract bid process

Course Level: Intermediate and Advanced

Exams: Five

Completer Info: Passing the required exams earns the designation.

Associate in Insurance Accounting and Finance (AIAF)

- Increase effectiveness by building a strong understanding of statutory accounting and mandatory reporting requirements
- Improve system planning and data administration by learning the effect of insurance activity cycles on management reporting

Course Level: Intermediate

Exams: Four

Completer Info: Passing the required exams earns the designation.

Associate in Regulation and Compliance (ARC)

- Help to avoid costly fines and penalties by developing an understanding of the insurance regulatory environment
- Improve organizational compliance by learning how federal and state regulations affect insurance functions
- Foster compliance culture by giving managers needed tools to monitor employee regulatory compliance

Course Level: Intermediate

Exams: Three

Completer Info: Passing the required exams earns the designation.

Associate in Surplus Lines Insurance (ASLI)

- Build business by learning to effectively manage the opportunities and meet the challenges presented by use of the surplus lines market
- Strengthen customer confidence and trust with a solid knowledge of a wide variety of surplus lines insurance products

Course Level: Intermediate

Exams: Four

Completer Info: Passing the required exams earns the designation.

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 for information and sign up for free.

Study Aids

Available for certain 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.

“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:

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 (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:
