

Associate in Risk Management | Associate in Risk Management for Public Entities (ARM-P) | Associate in Risk Management-ERM (ARM-E)

To be an effective risk manager, you need to develop the skills that are vital to effectively controlling, assessing, and financing risk. The **Associate in Risk Management** program helps you enhance your risk management skills by teaching you how to build and implement a balanced risk financing strategy using retention, transfer, and hybrids. ARM is available as a self-study program via printed text books and course guides, or via online courses. Segmented exams are also available. Visit www.TheInstitutes.org/arm to learn more.

Courses and Bottom-Line Benefits**ARM 54: Risk Assessment**

- Increase effectiveness of contributions by acquiring skills needed to develop effective and thorough risk assessments
- Strengthen efficiency in the risk management function through improved communication with operational staff
- Improve forecasting ability through greater understanding of risk quantification and actuarial activity
- Make better financial decisions by learning how to apply cash flow analysis to risk financing planning

ARM 55: Risk Control

- Improve risk control by learning to identify and contain root causes of loss
- Demonstrate effectiveness of risk planning through development of score cards to measure success
- Help prepare the organization to more effectively recover from catastrophe by learning to design and implement disaster recovery plans
- Increase participation in risk control programs through better understanding of staff motivation

ARM 56: Risk Financing

- Help avoid potentially costly coverage gaps by learning to design insurance plans
- Support the organization's overall financial goals by learning to build and implement a balanced risk financing strategy using retention, transfer, and hybrids
- Enhance the organization's risk transfer flexibility by learning to establish and manage a captive and alternative risk transfer (ART)

RMPE 352: Risk Management for Public Entities

- Broaden risk management perspective through an understanding of unique risk management needs for public entities
- Help to manage claim and litigation costs by gaining knowledge of the legal environment of public entities
- Develop a holistic view of public entity risk management by understanding specific stakeholders and their expectations

ERM 57: Enterprise-Wide Risk Management: Developing and Implementing

- Prepare your organization to meet rating agency requirements by using practical tools that help you initiate and implement a strategic ERM program
- Empower your organization to make better-informed business decisions and optimize its risk taking by aligning ERM with strategic goals
- Position the ERM program for success by learning how to coach risk owners regarding implementation responsibilities and processes
- Communicate and consult more effectively with critical stakeholders by sharing internationally recognized ERM guidelines

▶ 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.

▶ **Course Level:** Intermediate

Exams: Three

Completer Info: Passing the required exams earns the designation.

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

We Recommend ARM for: Agents/brokers, agency principals, line of business managers and executives, risk managers, and operational risk staff for banks and insurers

Program Notes: By passing the RMPE 352—Risk Management for Public Entities exam—in addition to the ARM exams, you can earn the Associate in Risk Management for Public Entities (ARM-P) designation.

By passing the ERM 57—Enterprise-Wide Risk Management: Developing and Implementing—in addition to the ARM exams, you can earn the Associate in Risk Management-ERM (ARM-E) designation.

The ARM program was originally developed with technical and financial assistance from the Risk and Insurance Management Society.

ARM also meets one of the requirements for the RIMS Fellow designation. For more information, visit www.rims.org.

Study Aids

Available for ARM 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 Risk Management

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:
