

The **Associate in Surplus Lines Insurance** program prepares you to meet the challenges and opportunities presented by the use of the surplus lines market. After completing this program, you'll be able to ensure correct risk placement through a strong foundation in surplus lines insurance practices.

Courses and Bottom-Line Benefits

ASLI 163: Surplus Lines Insurance Operations

- Strengthen business by learning to effectively manage the opportunities and meet the challenges presented by increased use of the surplus lines market
- Ensure correct risk placement with a strong foundation in surplus lines insurance practices

ASLI 164: Surplus Lines Insurance Products

- Build customer confidence and trust with a solid knowledge of a wide variety of surplus lines insurance products
- Satisfy customer needs by recommending appropriate forms and endorsements for insuring hard-to-place risks

▶ 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: Five

Completer Info: To earn the ASLI designation, you must pass ASLI 163 and 164, the Ethics 311 exam, as well as two of the electives listed below:

CPCU 500 (or 510): Foundations of Risk Management and Insurance

CPCU 530: Business Law for Insurance Professionals

CPCU 540: Finance and Accounting for Insurance Professionals

AIS 25: Delivering Insurance Services

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 83: Agency Operations and Sales Management

APA91: Principles of Premium Auditing

APA 92: Premium Auditing Applications

AIAF 111: Statutory Accounting for Property-Casualty Insurers

AIAF 112: Insurance Information Systems

AIT 131: Essentials of Information Technology

AIT 132: Insurance Uses of Technology

AIT 134: Strategic Management of Information

ARe 144: Reinsurance Principles and Practices*

Note: The RPLU designation satisfies both electives. See our Web site for details.

We Recommend ASLI for: Agents/brokers, agency principals, claim adjusters, and line of business managers and executives in nonadmitted companies.



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
Surplus Lines Insurance (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:
