

Chartered Property Casualty Underwriter

www.aicpcu.org

Built on a foundation of broad technical knowledge, high ethical standards, and demonstrated industry experience, the Chartered Property Casualty Underwriter designation program prepares you to meet the changes and challenges of a demanding risk management and insurance marketplace with confidence and professionalism. CPCUs in all areas of practice are recognized by their colleagues and customers as members of a distinguished community of professionals who have made a commitment to the industry and who value professional development as a key driver of career success.

Earn the CPCU Designation. Set Yourself Apart.

Bottom-Line Benefits:

- Improve effectiveness by learning to apply property-casualty insurance theory to everyday practice
- Handle complex commercial property and personal loss exposures by gaining advanced technical knowledge
- Increase efficiency by understanding how different functional areas interact and relate to each other to positively affect overall operations

Of CPCU Designees:

- 91%** Saw an increase in job opportunities, while almost all say earning the designation fast-tracked their career.
- 74%** Were promoted—most within two years of earning the designation. In fact, more than 285 chief executive officers are CPCUs.*
- 75%** Received a salary increase, and nearly a quarter of those attributed 10% or more of the increase to earning the designation.
- 97%** Gained professional recognition.
- 86%** Saw an increase in their job security during organizational transitions or consolidations.
- 99%** Acquired technical property-casualty insurance knowledge that prepared them for their long-term career goals in addition to helping them fulfill their current job responsibilities.

Based on a 2008 survey of CPCU designees.

**According to CPCU Society membership data.*

Maximize Your Time With the CPCU Program:

Many of the 11 CPCU courses are either required (r) by or count as electives (e) towards various other Institutes' designations, such as:

- Associate in Surplus Lines Insurance (ASLI) (e)
- Associate in Insurance Accounting and Finance (AIAF) (r)
- Associate in Premium Auditing (APA) (r) (e)
- Associate in Regulation and Compliance (ARC) (r)
- Associate in Reinsurance (ARe) (r) (e)
- Associate in Fidelity and Surety Bonding (AFSB) (r)
- Associate in Marine Insurance Management (AMIM) (e)
- Associate in Claims (AIC) (e)
- Associate in Commercial Underwriting (AU) (e)
- Associate in Personal Insurance (API) (e)

Course Levels: Intermediate and Advanced

Exams: Eight

Completer Info: You must pass five foundation courses and three courses in either the Commercial Lines or Personal Lines concentration. In addition, you must fulfill the CPCU ethics and experience requirements. Visit our Web site for more information.

We Recommend CPCU for: Agents/brokers, agency principals, claims representatives, line of business managers and executives, insurance litigators, risk managers, and underwriters.

In addition to the five CPCU foundation exams, students must also pass three exams in either the Personal Lines or Commercial Lines Concentration. See the inside of this brochure for full details, or visit our Web site.

Commercial Lines Concentration:

CPCU 551: Commercial Property Risk Management and Insurance

CPCU 552: Commercial Liability Risk Management and Insurance

CPCU 553: Survey of Personal Risk Management, Insurance, and Financial Planning

Personal Lines Concentration:

CPCU 555: Personal Risk Management and Property-Liability Insurance

CPCU 556: Personal Financial Planning

CPCU 557: Survey of Commercial Risk Management and Insurance

See our Web site for details on the requirements or electives that CPCU courses fulfill for other Institutes' designations.

Bottom-Line Benefits, Foundation:

<p>CPCU 510: Foundations of Risk Management, Insurance, and Professionalism</p> <ul style="list-style-type: none"> • 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 needed to meet changing customer needs 	<p>Course Level: Intermediate</p>
<p>CPCU 520: Insurance Operations, Regulation, and Statutory Accounting</p> <ul style="list-style-type: none"> • Increase operational effectiveness by learning how insurance functions are interconnected • Support compliance efforts by understanding the regulatory environment of insurance • Help the organization achieve sales and budget targets by learning to monitor financial statements 	<p>Course Level: Advanced</p>
<p>CPCU 530: The Legal Environment of Insurance</p> <ul style="list-style-type: none"> • 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 	<p>Course Level: Intermediate</p>
<p>CPCU 540: Finance for Risk Management and Insurance Professionals</p> <ul style="list-style-type: none"> • Improve efficiency by understanding how the functional areas of finance and accounting apply to risk management and insurance • Increase effectiveness by developing financial analysis skills • Enhance value to employer by understanding investment strategies as well as mergers and acquisitions 	<p>Course Level: Intermediate</p>
<p>CPCU 560: Financial Services Institutions</p> <ul style="list-style-type: none"> • Manage risks more effectively by learning the unique risks faced by financial institutions 	<p>Course Level: Intermediate</p> <p>See our Web site for more details.</p>

Bottom-Line Benefits, Concentration:

<p>CPCU 551: Commercial Property Risk Management Insurance</p> <ul style="list-style-type: none"> • Apply a significant level of technical knowledge in handling complex commercial property loss exposures • Improve job effectiveness with an in-depth understanding of commercial property insurance coverages and non-insurance techniques 	<p>Course Level: Advanced Required Course for: CPCU Commercial Lines Concentration</p>
<p>CPCU 552: Commercial Liability Risk Management and Insurance</p> <ul style="list-style-type: none"> • Increase effectiveness with a strengthened understanding of commercial liability loss exposures and the insurance coverages and noninsurance techniques used to manage them • Improve customer satisfaction with a solid understanding of how insurance can help businesses face everyday liabilities and prevent financial hardship or bankruptcy 	<p>Course Level: Advanced Required Course for: CPCU Commercial Lines Concentration</p>
<p>CPCU 553: Survey of Personal Risk Management, Insurance, and Financial Planning</p> <ul style="list-style-type: none"> • Strengthen customer satisfaction with an understanding of personal insurance coverages and approaches • Improve effectiveness by relating personal insurance theory to practice • Provide well-rounded customer support with your knowledge of personal risk management 	<p>Course Level: Advanced Required Course for: CPCU Commercial Lines Concentration</p>
<p>CPCU 555: Personal Risk Management and Property-Liability Insurance</p> <ul style="list-style-type: none"> • Build and maintain a more profitable book of business by developing an in-depth understanding of personal insurance policies and coverages • Improve service quality by gaining a practical understanding of the risk management process and how to apply it • Increase customer loyalty and satisfaction by improving ability to recommend appropriate coverages 	<p>Course Level: Advanced Required Course for: CPCU Personal Lines Concentration</p>
<p>CPCU 556: Personal Financial Planning</p> <ul style="list-style-type: none"> • Improve ability to compete in the marketplace by learning about personal financial products and their use • Increase contributions to the organization by developing an understanding of the broader financial services market • Strengthen value to customers and the organization by integrating the financial asset and property-casualty asset protection functions 	<p>Course Level: Advanced Required Course for: CPCU Personal Lines Concentration</p>
<p>CPCU 557: Survey of Commercial Risk Management and Insurance</p> <ul style="list-style-type: none"> • Build customer satisfaction with an understanding of commercial insurance coverages and approaches • Improve effectiveness by relating commercial insurance theory to practice • Provide well-rounded customer support with knowledge of commercial risk management 	<p>Course Level: Advanced Required Course for: CPCU Personal Lines Concentration</p> <p>See our Web site for more details.</p>

Study Aids

Available for all CPCU 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@cpuiia.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.

“The CPCU designation is not just for underwriters. It provides all insurance professionals an immediate means of determining the level of commitment, competency, and knowledge of those with whom you associate, compete, and negotiate.”

~David S. Hershey, CPCU, ARM
Risk Manager
Sprague Energy/Lexa International

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:

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 (**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: