

With the Institutes' management learning solutions, you'll gain a solid understanding of management principles and practices. Plus, you'll develop the real-world skills you need to effectively manage your team, strategically plan initiatives, and make smarter business decisions. Here are some of the Institutes' offerings—visit our Web site for a full listing of all of our learning solutions, including the Chartered Property Casualty Underwriter (CPCU®) designation.

Bottom-Line Benefits

Online Learning

- Learn needed information quickly
- Strengthen skills and improve job performance
- Balance professional development with a busy career and personal life
- Try it for yourself—visit www.aicpcu.org/COMET

Beginner: Insurance Essentials, Insurance Fundamentals, Introduction to Property and Casualty Insurance

Intermediate: Insurance Principles, Personal Insurance, Commercial Insurance, Insurance Financial Dynamics

Program in Supervisory Management (SM)

- Increase new supervisor effectiveness by learning how to effectively transition from line employee to the role of supervisor
- Reduce risk of lawsuit exposure by introducing basic employment law concepts

Course Level: Beginner

Exams: Two

Completer Info: Passing the required exams earns a certificate of completion.

Associate in Management (AIM)

- Increase operational efficiency by delivering consistent fundamental knowledge across the organization and functional areas
- Gain confidence with essential concepts that provide a sense of accomplishment and help enhance productivity
- Prepare for career-long professional development by building a strong foundation in basic insurance principles

Course Level: Intermediate

Exams: Three

Completer Info: Passing the required exams earns the designation.

Associate in Insurance Services (AIS)

- Improve service quality by gaining an understanding of customer needs and motivations
- Increase productivity and efficiency by learning to identify and improve key business processes
- Ensure consistency by learning to effectively monitor and adjust to change

Course Level: Beginner

Completer Info: Passing the AIS 25 exam earns a certificate of completion. Earning the designation requires passing other exams in addition to the AIS exam. Log on to our Web site for more information.

Study Aids

Available for AIS, SMART Study Aids help you retain key concepts by supplementing course materials. They include Review Notes and Flash Cards, which allow you to maximize your study time.

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@cpcuia.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 real value of Institute courses is in the terrific base they provide for insurance professionals to build on. Institute courses teach you how to apply fundamentals to everyday situations, giving you the foundation you need to be able to learn on the job.”

~Richard A. Riley CPCU, ARM, AIM
Vice Chairman & CEO, Retired,
WNC First Insurance Services,
Member, AICPCU/IIA Boards of Trustess

Your Professional Development Planner

PHASE I

To fully understand the insurance industry and develop the ability to apply industry fundamentals in your daily work, you need a solid foundation in both core concepts and industry 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 Management (**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:

100 YEARS
1909-2009

**Insurance Institute
of America**

AICPCU Succeeding
together.
EDUCATION • RESEARCH • ETHICS