

**An Investment
in People.**



THE
INSTITUTES'
DEVELOPMENT
FUND

An Investment in People—An Investment in Education

Your support makes it possible. The American Institute for Chartered Property Casualty Underwriters and the Insurance Institute of America (the Institutes) serve more than 120,000 students and more than 1,200 corporate customers around the world. One of the primary reasons for this large customer base is that we have responded, and continue to respond, to the needs of property-casualty insurance professionals. We provide a range of professional development resources from Continuing Education credit courses to introductory programs to associate designations to our prestigious Chartered Property Casualty Underwriter professional designation program. The growth of our offerings from two in 1962 to more than 50 in 2001 was made possible largely through financial support from Development Fund members.

Our Mission. Consistent with our belief that professionalism is grounded in education, experience, and ethics, we are committed to providing relevant educational programs and to conducting research on significant public policy and ethical issues essential to persons working in risk management and insurance. The Institutes provide leadership in expanding knowledge through education, publications, and research for risk management and insurance professionals of tomorrow.

Who Benefits and How?

Your employees and your organization. Our educational programs are both high quality and cost-effective. Our academic staff works with knowledgeable industry experts to develop courses and materials that meet the specialized needs of the many segments of the insurance business. People who take CPCU and IIA courses, pass our national exams, and hold the widely recognized and respected designations and certificates that we confer gain knowledge that improves job performance, recognition for a commitment to excellence, and increased prestige for themselves and their employer.

You. We each take pride in our work. Every effort that improves and strengthens the property-casualty insurance business reflects well on those who serve in it.

The property-casualty insurance business. Your contribution allows the Institutes to continue our efforts to raise the level of professionalism in the industry through high-quality professional development resources.

The insurance consumer. Your contribution helps us to develop and maintain programs that improve the technical competence of insurance professionals who serve their companies, customers, and clients. The Institutes develop new courses and continually update existing courses to ensure that we deliver the most up-to-date materials possible. Enabling insurance professionals to provide the highest level of service to the insurance customer is the primary goal of all Institute courses.

Prepare insurance professionals to give the best possible service.



What Benefits Does My Organization Receive as a Development Fund Member?

Complimentary study and research materials. You receive complimentary copies of Institute textbooks, which make excellent reference volumes. You will also receive complimentary copies of supplemental study materials and research reports that we periodically mail to all Development Fund members.

Reduced executive education fees. Your organization enjoys reduced fees for your top managers to participate in the Advanced Executive Education and Insurance Executive Development programs that we co-sponsor with The Wharton School at the University of Pennsylvania.

Complimentary library use. You may access the Institutes' Nancy W. Spellman Memorial Library, which houses a collection of more than 9,000 insurance, risk management, finance, and general business titles. You may also consult any of the 150 periodicals to which the library subscribes.

Reduced online access fees. You will benefit from a reduced rate to access the Institutes Online Library, an electronic collection of the Institutes' many publications, which you can view over the Internet.

Annual report. You will receive our annual report, which details the preceding year's activities and lists the members of the Institutes' prestigious Development Fund.

Lower study material costs and exam fees. Finally, your contribution makes it possible for the Institutes to keep the prices of our textbooks, course guides, and other study materials far below the cost of comparable educational materials. Also, contributions allow Institute exam fees to remain at similarly low levels.

Show Your Commitment to Insurance Education

Participate in the Institutes' Development Fund. Your organization will support not only the educational efforts of the Institutes, but also professional development opportunities for your employees. The Institutes are independent, not-for-profit organizations that offer educational programs and professional certification to people in the fields of risk management, insurance, and financial services. We established the Development Fund in 1968 to allow insurance companies, agencies, brokerages, and associations to support the development and continual updating of property-casualty programs for their employees.

Invest in your people and their performance. Join the Institutes' Development Fund today. Pledge your support to prepare insurance professionals to give the best possible service to their employers, their customers, and their industry. Contact Peter L. Miller, senior vice president, by phone at (610) 644-2100, ext. 7732; by e-mail at miller@cpcuiia.org; or by mail using the attached form and sending it to: 720 Providence Road, Malvern, PA 19355-0716.

Improve the
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