

Many factors must be considered when developing an appropriate professional development plan. They include industry background and experience, education, previous professional development activities, and organizational or departmental needs; entry points and courses of study will vary.

## My Professional Development Planner

PHASE III

Phase III—continuing professional development—should last throughout an individual’s insurance career and often includes specialist coursework. Students may choose to pursue other Institute associate designations, CPCU, Online Learning suites and courses, and company-specific internal training programs.

Company-Specific Training

CPCU

Associate in:

Online Learning

PHASE II

Phase II starts in the second year of employment and may take one of two basic approaches—or a combination of the two—depending on the variables mentioned above.

**Generalist (G).** Depending on specific organizational or individual needs, INS or CPCU study provides a broad range of technical insurance knowledge. While CPCU is more advanced, the Institutes find that more CPCU students successfully begin their studies early in their careers than later on.

**Specialist (S).** Students focus on specialized technical knowledge, which can be gained through one of the Institutes associate designations, Online Learning courses and suites, and company-specific internal training programs.

Company-Specific Training (S)

CPCU (G)

Associate in (S):

Online Learning (S)

Program in General Insurance (G)

PHASE I

Introduction to:

Company-Specific Training

Online Learning  
Fundamentals Courses

Insurance Essentials

Phase I corresponds roughly to the first year in the p-c insurance industry. These courses provide a solid foundation for successful career-long professional development.

Name:

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