



Professional Development Paths

How to Use These Paths

These sample paths are designed to guide employees, managers, and training and development staff as they create meaningful professional development plans.

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.

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.

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. Depending on specific organizational or individual needs, INS or CPCU coursework 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 rather than later on.

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

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 coursework, COMET Online Learning suites and courses, and company-specific internal training programs.

For your convenience, we have included a helpful tool on the inside back cover to assist you with your professional development planning.

Should you need additional assistance, we offer free advising (for individual students, see page 2) and custom professional development planning assistance (for corporate customers). Contact us at (800) 644-2101.

Agent and Broker Professional Development Path

Phase I

COMET Online Learning—see the center section of this catalog and our Web site
Insurance Essentials

COMET Online Learning Fundamentals Suite Courses

Risk Management Fundamentals

Ratemaking Fundamentals

Underwriting Fundamentals

Regulation Fundamentals

Ethics Fundamentals

Introductory Courses—Page 15

Phase II

Program in General Insurance (INS)—Page 7

Accredited Adviser in Insurance (AAI)—Page 7

Chartered Property Casualty Underwriter (CPCU)—Page 14

COMET Online Learning Courses

Phase III

Associate in Commercial Underwriting (AU)—Page 8

Associate in Risk Management (ARM)—Page 13

Chartered Property Casualty Underwriter (CPCU)

COMET Online Learning Courses

Call Center Professional Development Path

Phase I

COMET Online Learning—see the center section of this catalog and our Web site
Insurance Essentials

COMET Online Learning Fundamentals Suite Courses

Insurance Policy Fundamentals

Insurance Fraud Prevention Fundamentals

Claim Handling Fundamentals

Underwriting Fundamentals

Insurance Business Fundamentals

Risk Management Fundamentals

Insurance Regulation Fundamentals

Insurance Ratemaking Fundamentals

Insurance Ethics Fundamentals

Reinsurance Fundamentals

Introductory Courses—Page 15

Phase II

Program in General Insurance (INS)—Page 7

Associate in Insurance Services (AIS)—Page 10

Chartered Property Casualty Underwriter (CPCU)—Page 14

COMET Online Learning Courses

Phase III

Associate in Personal Insurance (API)—Page 12

Chartered Property Casualty Underwriter (CPCU)

COMET Online Learning Courses

Claims Professional Development Path**Phase I**

COMET Online Learning—see the center section of this catalog and our Web site
Insurance Essentials

COMET Online Learning Fundamentals Suite Courses

<i>Claim Handling Fundamentals</i>	<i>Insurance Ethics Fundamentals</i>
<i>Insurance Business Fundamentals</i>	<i>Insurance Fraud Prevention Fundamentals</i>
<i>Insurance Regulation Fundamentals</i>	

Introduction to Claims—Page 15

Phase II

Program in General Insurance (INS)—Page 7

Associate in Claims (AIC)—Page 8

Chartered Property Casualty Underwriter (CPCU)—Page 14

COMET Online Learning Courses

Phase III

Associate in Insurance Services (AIS)—Page 10

Chartered Property Casualty Underwriter (CPCU)

COMET Online Learning Courses

Customer Service Professional Development Path**Phase I**

COMET Online Learning—see the center section of this catalog and our Web site
Insurance Essentials

COMET Online Learning Fundamentals Suite Courses

<i>Insurance Policy Fundamentals</i>	<i>Insurance Fraud Prevention Fundamentals</i>
<i>Claim Handling Fundamentals</i>	<i>Underwriting Fundamentals</i>
<i>Insurance Business Fundamentals</i>	<i>Risk Management Fundamentals</i>
<i>Insurance Regulation Fundamentals</i>	<i>Insurance Ratemaking Fundamentals</i>
<i>Insurance Ethics Fundamentals</i>	<i>Reinsurance Fundamentals</i>

Introductory Courses—Page 15

Phase II

Program in General Insurance (INS)—Page 7

Associate, Customer Service (ACS)—Page 7

Accredited Customer Service Representative (ACSR)—A program in partnership with the Big I. Log on to www.iiaba.net for information.

Associate in Insurance Services (AIS)—Page 10

Chartered Property Casualty Underwriter (CPCU)—Page 14

COMET Online Learning Courses

Phase III

Accredited Adviser in Insurance (AAI)—page 7

Associate in Personal Insurance (API)—Page 12

Chartered Property Casualty Underwriter (CPCU)

COMET Online Learning Courses

Information Technology Professional Development Path**Phase I**

COMET Online Learning—see the center section of this catalog and our Web site
Insurance Essentials

COMET Online Learning Fundamentals Suite Courses

<i>Insurance Policy Fundamentals</i>	<i>Insurance Fraud Prevention Fundamentals</i>
<i>Claim Handling Fundamentals</i>	<i>Underwriting Fundamentals</i>
<i>Insurance Business Fundamentals</i>	<i>Risk Management Fundamentals</i>
<i>Insurance Regulation Fundamentals</i>	<i>Insurance Ratemaking Fundamentals</i>
<i>Insurance Ethics Fundamentals</i>	<i>Reinsurance Fundamentals</i>

Introduction to Property and Casualty Insurance—Page 15

Phase II

Program in General Insurance (INS)—Page 7

Associate in Information Technology (AIT)—Page 9

Chartered Property Casualty Underwriter (CPCU)—Page 14

COMET Online Learning Courses

Phase III

Chartered Property Casualty Underwriter (CPCU)

COMET Online Learning Courses

Underwriting Professional Development Path**Phase I**

COMET Online Learning—see the center section of this catalog and our Web site
Insurance Essentials

COMET Online Learning Fundamentals Suite Courses

<i>Underwriting Fundamentals</i>	<i>Insurance Business Fundamentals</i>
<i>Insurance Ratemaking Fundamentals</i>	<i>Insurance Policy Fundamentals</i>
<i>Insurance Regulation Fundamentals</i>	<i>Reinsurance Fundamentals</i>
<i>Insurance Ethics Fundamentals</i>	<i>Risk Management Fundamentals</i>

Introduction to Underwriting—Page 15

Phase II

Program in General Insurance (INS)—Page 7

Associate in Commercial Underwriting (AU)—Page 8

Associate in Personal Insurance (API)—Page 12

Chartered Property Casualty Underwriter (CPCU)—Page 14

COMET Online Learning Courses

Phase III

Associate in Fidelity and Surety Bonding (AFSB)—Page 9

Associate in Marine Insurance Management (AMIM)—Page 11

Associate in Reinsurance (ARe)—Page 12

Associate in Surplus Lines Insurance (ASLI)—Page 13

Chartered Property Casualty Underwriter (CPCU)

COMET Online Learning Courses