

## Important 2011 Study Material Changes

Refer to The Institutes' Web site for study material availability and exam information.

Revised Course and Materials	Commentary on Changes	Institutes Contact (610) 644-2100
<b>INS 22</b>	<p>Several minor changes were made to the exhibits and wording of educational objectives throughout the first nine assignments. The personal financial planning assignments were revised and presented in a different order. Updated information on healthcare, Social Security, and benefits was added. Additionally, a case study was also added to the INS 22 textbook. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the new INS 22 exam.</p> <p>See <a href="http://www.TheInstitutes.org/INS22">www.TheInstitutes.org/INS22</a> for specific exam information.</p>	Mary Ann Cook Ext. 7227
<b>AIM 44</b>	<p>Content, references, and illustrative materials were revised with a stronger emphasis on managerial responsibilities and actions, as they relate to human resource management (HRM). The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the AIM 44 exam.</p>	Susan Kearney Ext. 7226
<b>ARe 143</b>	<p>Changes were made to the educational objectives and exhibits throughout the first six assignments. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the ARe 143 exam.</p>	Susan Kearney Ext. 7226

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<p><b>New Course: CPCU 500</b></p>	<p><b>The new CPCU 500 course is replacing CPCU 510.</b></p> <p>CPCU 500 contains updated content from 510, as well as examples and exercises that demonstrate practical applications of the course’s foundational content. Several educational objectives were revised, and content on insurance coverages, which is covered in-depth in the personal and commercial concentration courses, was eliminated. The ethics content that was covered in CPCU 510 is now covered in the free online <i>Ethics and the CPCU Code of Professional Conduct</i> learning module.</p> <p>See <a href="http://www.TheInstitutes.org/CPCU">www.TheInstitutes.org/CPCU</a> for more on these and other CPCU course revisions.</p>	<p>Arthur Flitner Ext. 7204</p>
<p><b>CPCU 520</b></p>	<p>Content, references, and illustrative materials were updated. Educational objectives were directly linked to learning elements, making the content more concise. The new assignments, which have been reduced to 11, cover essentially the same topics as the previous course with the exception of statutory accounting (previous assignments 12-14), which was moved to CPCU 540. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the CPCU 520 exam.</p> <p>See <a href="http://www.TheInstitutes.org/CPCU">www.TheInstitutes.org/CPCU</a> for exam options.</p>	<p>Susan Kearney Ext. 7226</p>
<p><b>CPCU 530</b></p>	<p>Content was revised and condensed to cover the legal principles and practices relevant to the insurance industry. The educational objectives were refined to more accurately reflect the application of this content. Additionally, content on the Uniform Commercial Code was added. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the CPCU 530 exam.</p> <p>See <a href="http://www.TheInstitutes.org/CPCU">www.TheInstitutes.org/CPCU</a> for exam options.</p>	<p>Donna Popow Ext. 7225</p>

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<p><b>CPCU 540</b></p>	<p>Content was substantially revised to increase its relevancy to the insurance professional. Several topics were added, including international financial reporting, fair value reporting, comprehensive income, and alternative forms of regulatory capital. Content on GAAP financial statements, cash flow analysis, the underwriting cycle, and mergers and acquisitions was presented more concisely. Statutory accounting content previously covered in CPCU 520 was added and content on legal forms of organizations was moved to CPCU 530. Several educational objectives were refined to place more emphasis on understanding concepts and their application to the insurance professional's work environment. The total number of assignments was reduced to 12. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the CPCU 540 exam.</p> <p>See <a href="http://www.TheInstitutes.org/CPCU">www.TheInstitutes.org/CPCU</a> for exam options.</p>	<p>Mike Elliott Ext. 7245</p>
<p><b>CPCU 551</b></p>	<p>Content was updated to be more concise and to directly link educational objectives with learning elements. Case studies were added to encourage the application of learning elements to business scenarios. Additionally, risk control discussions are now contained in exhibits applied in context to appropriate coverage discussions throughout the text. Exhibits throughout the textbook were updated and Reality Check exhibits that link technical content to real life situations were added. Overall, the total number of assignments was reduced to 13. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the CPCU 551 exam.</p>	<p>Mary Ann Cook Ext. 7227</p>

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<p><b>CPCU 552</b></p>	<p>Content was updated to be more concise and to directly link educational objectives with learning elements. Case studies were added to encourage the application of learning elements to business scenarios. Additionally, risk control discussions are now contained in exhibits applied in context to appropriate coverage discussions throughout the text. Exhibits throughout the textbook were updated and Reality Check exhibits that link technical content to real life situations were added. Overall, the total number of assignments for CPCU 552 is 12. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the CPCU 552 exam.</p> <p>Please visit <a href="http://www.TheInstitutes.org/CPCU">www.TheInstitutes.org/CPCU</a> for material availability.</p>	<p>Mary Ann Cook Ext. 7227</p>
<p><b>CPCU 553</b></p>	<p>The <i>Investment, Retirement, and Estate Planning</i> textbook is no longer required.</p> <p>Several minor changes were made to the exhibits and wording of educational objectives throughout the first nine assignments in the <i>Personal Insurance</i> textbook. The personal financial planning assignments were revised and are presented in a different order. Updated information on healthcare, Social Security, and benefits was added. Additionally, a case study was also added to the <i>Personal Insurance</i> textbook. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the CPCU 553 exam.</p>	<p>Mary Ann Cook Ext. 7227</p>

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<p><b>CPCU 555</b></p>	<p>Completely revised with more concise content and case studies that encourage the application of learning elements to business scenarios. Coverage forms for Personal Auto, Dwelling Fire, Flood, and Recreational Vehicles were updated. Additionally, assignments on personal lines portfolio management and profitably managing a book of business were also revised. Exhibits throughout the textbook were updated and Reality Check exhibits that link technical content to real life situations were added. Overall, the total number of assignments was reduced to 12. The course guide was revised to match the textbook revisions. Revised study materials are required to prepare for the CPCU 555 exam.</p>	<p>Mary Ann Cook Ext. 7227</p>
<p><b>CPCU 557</b></p>	<p>The <i>Property and Liability Risk Control</i> textbook is no longer required.</p> <p>At this time, no revisions were made to the <i>Commercial Insurance</i> textbook. However, the CPCU 557 course guide was revised.</p> <p>Overall, the total number of assignments was reduced to 13.</p>	<p>Arthur Flitner Ext. 7204</p>