

Underwriting

Online Learning | Introductory Courses | API | AU | CPCU®

As an underwriting professional, you need solid skill sets, a disciplined approach, and in-depth knowledge of the insurance industry. The Institutes' underwriting learning solutions help you gain practical skills in underwriting and risk selection and teach you how to adapt those skills to meet changing needs. Here are some of the Institutes' offerings—visit our Web site for a full listing of all underwriting-related programs, including the Associate in Marine Insurance Management (AMIM®) designation.

Courses and 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.TheInstitutes.org/OnlineLearning

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

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

Introduction to Underwriting and Introduction to Property and Casualty Insurance (INTRO)

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

Course Level: Beginner

Exams: One per course

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

Associate in Personal Insurance (API)

- Enhance effectiveness with a solid understanding of personal property and liability insurance principles and practices
- Improve performance by understanding how to balance increasing customer expectations with insurer needs for profit and expense control

Course Level: Intermediate

Exams: Four

Completer Info: Passing the required exams earns the designation.

Associate in Commercial Underwriting (AU)

- Enhance professional confidence by building a strong foundation in underwriting principles and gain a broadened understanding of advanced underwriting techniques
- Build a more profitable book of business by developing a disciplined approach to underwriting commercial property and liability exposures
- Shape a solid book of business through effective risk selection of commercial liability insurance

Course Level: Intermediate

Exams: Three

Completer Info: Passing the required exams earns the designation.

Chartered Property Casualty Underwriter (CPCU)

- Improve effectiveness by relating risk management and insurance principles to everyday practice
- Handle complex commercial property and personal loss exposures with advanced technical knowledge
- Increase effectiveness and positively affect overall operations with an increased understanding of how different functional areas interact with and relate to each other

Course Level: Intermediate and Advanced

Exams: Eight

Completer Info: Visit our Web site for details.

New Ethics Requirement

Ethical behavior is crucial to preserving the trust on which insurance transactions are based and also the public's trust in our industry. That's why, starting in 2011, completing the free online *Ethical Guidelines for Insurance Professionals* will be required for all associate designation programs. Log on to www.TheInstitutes.org/ethics for information and sign up for free.

Underwriting

Study Aids

Available for CPCU and AU courses, our SMART Study Aids include flash cards, review notes, and online practice exams. They supplement the text and course guide to help you retain key concepts and maximize your study time. Learn more on our Web site, www.TheInstitutes.org.

Online Courses

Did you know The Institutes offer hundreds of online courses, including instructor-led and self-study courses? Try them for yourself at www.TheInstitutes.org.

Continuing Education

Most of The Institutes' courses are approved for CE credit in most states. You can also earn CE credit quickly and cost-effectively through our CEU.com business unit. Log on to our Web site to learn how to earn CE credit with The Institutes.

Questions

For more information and to take advantage of The Institutes' free educational advising service, please contact Customer Service at customerservice@TheInstitutes.org or call (800) 644-2101. You can also visit us online at www.TheInstitutes.org, where you will find everything you need to know about registering for exams, purchasing study materials, and more.

About The Institutes

The Institutes are the leader in delivering proven knowledge solutions that drive powerful business results for the risk management and property-casualty insurance industry.

The Institutes' knowledge solutions include the CPCU designation program; associate designation programs in areas such as claims, risk management, underwriting, and reinsurance; introductory and foundation programs; online courses; research; custom solutions; assessment tools; and continuing education (CE) courses for licensed insurance professionals and adjusters through its CEU.com business unit.

"I obtained the AU designation shortly after starting as an underwriter. The courses enhanced my training, provided practical information, and gave me confidence. The designation permitted me to become quickly competent in my position."

—George H. Conrad III, CPCU, ARC, AIS, AIAF, AU, ARc
Commercial Lines Underwriter

YOUR PROFESSIONAL DEVELOPMENT PLANNER

PHASE I

To fully understand the insurance industry and develop the ability to apply fundamentals in your daily work, you need a solid foundation in core concepts and principles.

Insurance Essentials

Online Learning Fundamentals Courses

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.

Associate in General Insurance (G)

Online Learning (S):

Associate in (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:
