

# Underwriting

Introduction to Underwriting • INS • AU • API • AMIM • CPCU

## In-Depth Underwriting Knowledge. Real-World Application.

Underwriting success in a complex and changing environment is founded on solid skill sets, a disciplined approach, and in-depth knowledge of the insurance industry and its customers. The Institutes help you build and reinforce your underwriting knowledge. No matter how long you have been in underwriting, the Institutes have a professional development program to help prepare you for future challenges. Our programs are:

**In-Depth.** You will gain a strong foundation in coverage evaluation and risk selection. You will know the “why” of underwriting, not just the “how.”

**Practical.** You will have the practical, real-world skills you need to make quality decisions and ensure proper pricing.

**Relevant.** You will possess the tools necessary to apply your knowledge to a wide variety of underwriting decisions and challenges.

## Programs to Help You Succeed.

With the Institutes’ programs you will:

- Gain practical skills in underwriting and risk selection
- Learn how to adapt those skills to meet changing needs
- Develop perceptive, incisive underwriting judgment
- Enhance your career opportunities

## What You Will Learn.

**Introduction to Underwriting.** Learn about the importance and objectives of underwriting, the underwriting decision-making

process, the various people involved in and instrumental to the underwriting process, and the underwriting-producer relationship in accomplishing underwriting objectives.

**Program in General Insurance (INS).** The Program in General Insurance, which comprises three required courses, provides a broad foundation on which to build your career. As an added benefit, by earning the Certificate in General Insurance, you will be given credit toward the CPCU® designation and five associate designations. See our Web site for details.

- **INS 21—Property and Liability Insurance Principles.** Learn the basic principles of insurance through an overview of the nature and operation of the insurance business and an introduction to insurance companies.
- **INS 22—Personal Insurance.** Learn about personal loss exposures and personal insurance coverages, including automobile, homeowners and other dwelling coverages, personal liability, inland marine, life, health, and financial planning.
- **INS 23—Commercial Insurance.** Learn about commercial loss exposures and coverages, including property, business income, inland and ocean marine, general liability, business auto, workers’ compensation, businessowners, surety, and excess and surplus lines.

**Associate in Commercial Underwriting (AU).** New underwriters will gain a solid foundation in sound underwriting practices; veterans will gain a fresh perspective. You may earn the AU designation by taking AU 65, AU 66, and INS 23 or by taking AU 65, AU 66, CPCU 551 and CPCU 552.

- **AU 65—Commercial Underwriting Principles and Property.** Learn about the tools a professional underwriter uses in evaluating applicants and selecting profitable property accounts.
- **AU 66—Commercial Underwriting Liability and Advanced Techniques.** Learn about the major types of liability insurance and effective risk selection techniques that broaden an underwriter’s ability to assess individual accounts.

For a complete list of course topics, visit our Web site or consult our current catalog.

**Associate in Personal Insurance (API).** You will gain a thorough understanding of the personal insurance business and personal insurance underwriting practices. The API designation program comprises four required courses.

- **API 28—Personal Insurance: Underwriting and Marketing Practices.** Learn about important underwriting considerations related to personal insurance, including exposure analysis, hazard identification, and coverage evaluation.
- **API 29—Personal Insurance: Portfolio Management and Issues.** Learn about the interaction among insurers, customers, and others who have a stake in the personal insurance product.
- **INS 21—Property and Liability Insurance Principles.** See description under Program in General Insurance.
- **INS 22—Personal Insurance.** See description under Program in General Insurance.

**Associate in Marine Insurance Management (AMIM®).** This designation program enables the student to acquire specialized knowledge of ocean and inland marine insurance and underwriting practices balanced with an understanding of the overall insurance business. Developed with the assistance of the Inland Marine Underwriters Association and the American Institute of Marine Underwriters, the AMIM program comprises four required and two elective courses.

#### **Required Courses:**

**AMIM 121—Ocean Marine Insurance.** Learn about the various types of ocean marine loss exposures and insurance, such as hull, cargo, and marine liabilities, as well as applicable underwriting practices.

**AMIM 122—Inland Marine Insurance.** Learn about the various types of inland marine loss exposures and insurance, such as contractors equipment, motor truck cargo, and builders risk, as well as applicable underwriting practices.

**CPCU 510—Foundations of Risk Management, Insurance, and Professionalism.** Learn about professional ethics, risk management, financial services and insurance markets, the insurance mechanism, insurable risks, the legal environment of insurance, the insurance policy, insurance policy analysis, and amounts payable.

**CPCU 530—The Legal Environment of Insurance.** Learn about U.S. law and insurance regulations, international law, business entities, and contracts, including insurance contract law, commercial law, property law, tort law, agency law, and employment law as they apply to risk management and insurance.

#### **Elective Courses**

Choose any two of the following Institute courses:

**CPCU 520, 540, 551, 552, or 560  
AU 65, or 66**

**ARM 54, 55, or 56  
AIC 33, 34, 35, or 36  
AAI 81, 82, or 83**

See our Web site for topics covered.

**CPCU—Chartered Property Casualty Underwriter.** Internationally recognized for its practical, in-depth curriculum and commitment to ethical standards and professional experience, the CPCU program is the capstone of the Institutes' offerings. The program delivers a comprehensive understanding of risk management and property-casualty insurance within today's changing and complex legal, regulatory, and economic marketplace. Five foundation courses and three concentration courses are required to earn the CPCU designation. See our Web site for complete program information.

For a complete list of all course topics, please visit our Web site or consult our current catalog.

### **Get Started Today!**

**Start with our free educational advising.** Log on to our Web site, [www.aicpcu.org](http://www.aicpcu.org), and click the "Free educational advising" link under Get Started on the home page. The online advising program helps you evaluate potential areas of interest and select the appropriate courses. And My Progress Tracker, formerly the Web Student Advisor, shows you how your CPCU and IIA exam credits apply to Institutes' programs.

**Choose a study method.** Most students choose self-study, but instructor-led *Institutes Online* classes are available for CPCU, AIC, and INS programs. In addition, course sponsors hold public classes for certain Institute programs at various locations. Use the Public Class List on our Web site, or call the Customer Support Department.

#### **Read our booklet *How To Pass Institute Exams!***

It provides tips to help you study and prepare for Institute exams. Click "Get Started" on our home page and download a free copy, or

call the Customer Support Department.

**Talk with your employer.** Most employers offer financial support to help you reach your professional and personal goals with the Institutes' professional development programs. Ask your supervisor about your company's education policies and procedures.

**Order study materials.** Order study materials at our Web site or call the Customer Support Department, which is open Monday through Friday from 8 AM to 6 PM eastern time. We accept American Express, Diners Club, Discover, MasterCard, or Visa. To pay by check, download an order form from our Web site. For additional information, call the Customer Support Department.

**Register for your exam.** You will receive registration information with your study materials. Be sure to register early. If you have questions, contact the Customer Support Department.

**Exam Schedule.** You may take Institute computer-based exams in one of four testing windows: January 15–March 15, April 15–June 15, July 15–September 15, and October 15–December 15. Log on to [www.aicpcu.org](http://www.aicpcu.org) for details.

**Questions?** For more information about a specific program, exam fees and procedures, or other matters, log on to our Web site or call the Customer Support Department. Remember to request your free copy of our catalog, which explains everything you need to know about studying with us.

**You want to succeed. We will help you.** The Institutes' programs provide you with the in-depth, practical knowledge you need to succeed.

#### **American Institute for CPCU • Insurance Institute of America**

720 Providence Road • Suite 100 • Malvern, PA 19355-3433

Phone (800) 644-2101 • Fax (610) 640-9576 • E-mail: [customersupport@cpcuiia.org](mailto:customersupport@cpcuiia.org)

[www.aicpcu.org](http://www.aicpcu.org)

**AICPCU** *Succeeding  
together.*

EDUCATION • RESEARCH • ETHICS