

Specialized

AFSB • AIT • AIAF • AMIM • APA • ARC • ARe • ASLI

In-Depth, Specialized Knowledge. Real-World Application.

Professional development programs of the American Institute for CPCU and the Insurance Institute of America help you acquire the specialized skills and in-depth knowledge you need for success and advancement. By building and reinforcing key principles and concepts that focus on your personal and professional areas of expertise, you will be prepared to meet future challenges in a complex and competitive business environment. Our programs are:

In-Depth. You will gain a strong foundation in your specialty area. You will know the “why” of doing business, not just the “how.”

Practical. You will have the practical, real-world skills you need to make quality decisions that ensure success in a changing market.

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

Programs to Help You Succeed.

With the Institutes’ programs you will:

- Gain practical skills that you may apply immediately to your daily work
- Learn how to adapt those skills to meet changing needs
- Develop perceptive, incisive judgment
- Enhance your career opportunities

What You Will Learn.

Associate in Fidelity and Surety Bonding (AFSB)

In addition to enhancing your knowledge of contract and commercial surety bonds and crime insurance, AFSB will teach you about the legal aspects of bonds as well as examining the financial risks of issuing bonds. To earn the AFSB designation, you must pass five required courses.

- **AFSB 151—Principles of Suretyship.** Learn about suretyship production and underwriting principles, bond-specific terminology, financial and credit analysis, bond ratemaking, fidelity-surety industry practices, bond claim handling, and ethical issues bond professionals face.
- **AFSB 152—Contract Surety.** Learn about the legal framework in which construction bonding functions, key concepts and principles in the production and underwriting of contract bonds, construction contractor financial and credit information, and contract-bond procedures.
- **AFSB 153—Commercial Surety and Crime Insurance.** Learn about the various types of noncontract surety bonds required by public entities, courts, and private obligees; fidelity and related crime exposures; and exposures, coverages, forms, rating structure, and underwriting standards that apply to financial institute coverages.

- **CPCU 530—The Legal Environment of Insurance.** Learn about U.S. law and insurance regulation, 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.
- **CPCU 540—Finance for Risk Management and Insurance Professionals.** Learn about the basics of corporate finance, including financial statements, working capital management, discounted cash flow valuation, bonds and stocks, insurer investment strategies, insurer income and dividend policy, capital structure of insurers, and mergers and acquisitions.

Associate in Information Technology (AIT)

AIT bridges the gap between insurance professionals and IT professionals who automate insurance processes for strategic advantage. To earn the AIT designation, you must pass three required courses.

- **AIT 131—Essentials of Information Technology.** Learn about Cyberspace and Web services, application and system software and hardware, networks and communication, files, databases, and e-commerce, the challenges and promises of the Digital Age, and software development.

- **AIT 132—Insurance Uses of Technology.** Learn about the insurance industry, technology and insurance information, issues in the insurance industry's use of technology, including the effect on marketing and policy processing and technology's use in underwriting and claims, direct marketing and Internet sales and services, needs analysis, managing a system, and information security.
- **AIT 134—The Strategic Management of Information.** Learn about IT and business strategy, IT and business organization, extending the enterprise, making the case for IT, understanding internetworking infrastructure, assuring reliable and secure IT services, managing diverse IT infrastructures, managing IT outsourcing, a portfolio approach to IT projects, and data warehousing and data mining.

Associate in Insurance Accounting and Finance (AIAF)

By gaining an understanding of the principles, practices, and procedures used to prepare insurer financial statements, you will understand the unique aspects of insurance accounting. To earn the AIAF designation, you must pass four required courses.

- **AIAF 111—Statutory Accounting for Property-Casualty Insurers.** Learn about the principles of statutory accounting and generally accepted accounting principles as well as the preparation of annual statements and other required reports.
- **AIAF 112—Insurance Information Systems.** Learn about the recording, processing, and reporting of accounting information for insurers as well as statistical, managerial, and financial reporting requirements and the application of computer systems in insurance.
- **CPCU 520—Insurance Operations, Regulation, and Statutory Accounting.** Learn about insurance operations, regulation of insurance, and insurance marketing, underwriting, ratemaking,

claim adjusting, reinsurance, financial statements, financial management, business strategy, and global operations.

- **CPCU 540—Finance for Risk Management and Insurance Professionals.** See description under AFSB designation program.

Associate in Marine Insurance Management (AMIM®)

This designation program helps you 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.** See description under AFSB designation program.

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

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

Associate in Premium Auditing (APA®)

Earning the APA designation will increase your insurance knowledge and familiarize you with proper auditing procedures for a variety of situations. Beginning in 2006, students are required to pass APA 91, APA 92, and CPCU 520, plus either CPCU 540 or CPCU 552 to earn the APA designation. See our Web site for complete details.

Required Courses:

- **APA 91—Principles of Premium Auditing.** Learn about insurance company operations and underwriting; premium audits, insureds' operations, and employment relations; and accounting systems and design of audit programs.
- **APA 92—Premium Auditing Applications.** Learn what a premium auditor needs to know about insurance rates and rate regulation, workers' compensation insurance, construction operations, commercial general liability insurance, commercial auto insurance, commercial property insurance, and inland marine insurance. Then, with this background, learn about occupational classifications and how to determine the final premiums for insured policies.
- **CPCU 520—Insurance Operations, Regulation, and Statutory Accounting.** See description under AIAF designation program.

Elective Courses—Choose one of the following CPCU courses:

- CPCU 540 or 552

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

Associate in Regulation and Compliance (ARC)

By earning the ARC designation, you will gain a better understanding of the insurance regulatory environment and the effect regulation has on the business of insurance.

- **IR 201—Insurance Regulation.** Learn about the theory and history of insurance regulation, including the roles played by state insurance departments, the National Association of Insurance Commissioners (NAIC), state legislatures, the legal system, Congress and federal agencies, consumers, the insurance industry, and the media.
- **AIAF 111—Statutory Accounting for Property-Casualty Insurers.** See description under AIAF designation program.
- **CPCU 520—Insurance Operations, Regulation, and Statutory Accounting.** See description under AIAF designation program.

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

Associate in Reinsurance (ARe)

The ARe designation program will enhance your understanding of reinsurance and give you the necessary skills to design a reinsurance program. The ARe program comprises four required courses and one elective course.

Required Courses:

- **ARe 143—Primary Insurance Coverages.** Learn about personal and commercial insurance coverages and loss exposures.
- **ARe 144—Reinsurance Principles and Practices.** Learn about types of reinsurance, reinsurance treaty wording and pricing, reinsurance program design, reinsurance regulation, and the NAIC Annual Statement as it relates to reinsurance.
- **ARe 145—Readings in Reinsurance Issues and Developments.** Learn about reinsurance at the cutting edge. ARe 145 consists of online readings and quizzes.

- **CPCU 520—Insurance Operations, Regulation, and Statutory Accounting.** See description under AIAF designation program.

Elective Courses—Choose one of the following Institute courses:

- CPCU 540
- ARM 56
- AIAF 111

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

Associate in Surplus Lines Insurance (ASLI)

Earning this designation will help you prepare to meet the opportunities and challenges presented by increased use of the surplus lines market. The program includes two required courses and two electives.

Required Courses:

- **ASLI 163—Surplus Lines Insurance Operations.** Learn the fundamentals of surplus lines insurance operations, insurance regulation, surplus lines insurance marketing, new product and program development, underwriting, ratemaking, the claim function, reinsurance, financial analysis of insurers and intermediaries, and how the insurance cycle affects the surplus lines market.
- **ASLI 164—Surplus Lines Insurance Products.** Learn about surplus lines insurance products, including general liability, professional liability, management liability, commercial auto, environmental, excess, and umbrella liability, commercial property, business income and extra expense, commercial crime, aviation, ocean marine, and personal insurance.

Elective Courses*:

To earn the ASLI designation, in addition to completing the two ASLI required courses, students must pass exams for two courses they select from an extensive elective course list, which includes courses from Institutes' programs such as CPCU, AIS, AIC,

ARM, AU, AAI, APA, AIAF, AIT, and ARE. For information on elective course topics, please refer to our Web site.

*NOTE: If you hold the Registered Professional Liability Underwriter (RPLU) designation, the elective course requirements are waived and you earn the ASLI designation by passing only ASLI 163 and ASLI 164.

Get Started Today!

Start with our free educational advising. Log on to our Web site, 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 for details.

Questions? For more information about specific programs, exam fees and procedures, or other matters, log on to our Web site. For additional information, 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.