The Insurance Library
Research • Education • Engagement

On-Site Education
learning custom tailored for you!
Designation Courses

All Designation Courses are taught by industry professionals who have achieved their designation. Classes can be offered in a full day, accelerated format or meet for multiple sessions in-person, via webinar, or in a blended format.

Chartered Property Casualty Underwriter (CPCU)
CPCU500, Foundations of Risk Management and Insurance
CPCU520, Insurance Operations
CPCU530, The Legal Environment of Insurance
CPCU540, Finance and Accounting for Insurance Professionals
CPCU551, Commercial Property Risk Management and Insurance
CPCU552, Commercial Liability Risk Management and Insurance
CPCU553, Survey of Personal Lines Insurance
CPCU557, Survey of Commercial Lines Insurance

Associate in General Insurance (AINS)
AINS21, Property & Liability Insurance Principles
AINS22, Personal Lines
AINS23, Commercial Lines

Associate in Claims (AIC)
AIC30, Claim Handling Principles and Practices
AIC31, Property Claim Practices
AIC32, Liability Claim Practices
AIC37, Managing Bodily Injury Claims
AIC41, Property Coverages
AIC44, Workers Compensation Claim Practices
AIC49, Bodily Injury Claims and Liability Coverages

Associate in Insurance Data Analytics (AIDA)
AIDA181, Big Data Analytics for Risk and Insurance
AIDA182, Risk and Insurance Analysis Techniques

Associate in Commercial Underwriting (AU)
AU60, Commercial Underwriting Principles
AU61, Underwriting Commercial Property
AU62, Underwriting Commercial Liability

Associate in Risk Management (ARM)
ARM400, Risk in an Evolving World
ARM401, Holistically Assessing Risk
ARM402, Successfully Treating Risk

Associate in Reinsurance (ARE)
ARE143, Primary Insurance Coverages
ARE144, Reinsurance Principles and Practices
Seminars

The Insurance Library offers seminars on a wide variety of insurance topics. We can also tailor a seminar to meet your firm’s individual needs. Most seminars can be presented in a webinar format.

Two-Day Courses
- Essentials of Commercial Property Insurance
- Homeowners Insurance
- Homeowners Condominium Coverage
- Introduction to Claims
- Introduction to Commercial Casualty Insurance
- Introduction to Property & Casualty Insurance
- Introduction to Underwriting
- Issues in Homeowners Insurance Coverage
- Massachusetts Commercial Automobile Insurance

Half-Day Courses
- A Producer’s Guide to Pollution Prospecting
- Avoiding Insurance Agent & Broker Errors and Omissions Exposures
- Commercial Umbrella Basics
- Ethics 101
- Ethics 201
- Finite Risk
- Fundamentals of Drone Coverage
- Introduction to Cyber Insurance
- Introduction to Directors and Officers Liability Insurance
- Introduction to Products Liability Insurance
- Navigating a Large Construction Defect Loss
- Owner Controlled Insurance Program
- Producer Fraud Seminar
- Time Management Skills Seminar
- Workers Compensation: What’s the Correct Premium Rating Plan

Full Day Courses
- BOP Under the Magnifying Glass
- Business Income Insurance
- CGL Under the Magnifying Glass
- Insurance 101
- Navigating a Large Construction Defect Loss
- Reinsurance: Forms, Functions and Structures
- Workers Compensation: Soup to Nuts

Webinars

All webinars are offered online via GoToWebinar and run for 2-3 hours.

- The Additional Insured Illusion
- Certificates of Insurance
- The End of Insurance As We Know It
- Ethics – Is It Relevant to Insurance?
- Finding and Fixing Commercial Lines Coverage Gaps
- Finding and Fixing Personal Lines Coverage Gaps
- InsurTech 101
- International Insurance
- Liquor Liability: Common Law, State Statutes, and Coverage
- The Watercraft Exposure: From the Dinghy to the Yacht
- When Words Collide: Resolving Insurance Coverage and Claims Disputes
Custom Programs

The library is happy to work with you to create custom programs for specific departments or new hires. Listed below are some sample programs.

**New Hires**
- Time Management Skills Seminar
- Introduction to Property & Casualty Insurance
- Introduction to Claims
- Introduction to Underwriting
- AINS21, Property & Liability Insurance Principles
- AINS22, Personal Lines
- AINS23, Commercial Lines

**Underwriters**
- CPCU500, Foundations of Risk Management and Insurance
- CPCU520, Insurance Operations
- CPCU530, The Legal Environment of Insurance
- CPCU540, Finance and Accounting for Insurance Professionals
- CPCU551, Commercial Property Risk Management and Insurance
- CPCU552, Commercial Liability Risk Management and Insurance
- CPCU553, Survey of Personal Lines Insurance
- AU67, Strategic Underwriting Techniques

**Innovation**
- Fundamentals of Drone Coverage
- Introduction to Cyber Insurance
- InsurTech 101
- AIDA181, Big Data Analytics for Risk and Insurance
- AIDA182, Risk and Insurance Analysis Techniques

**Producers**
- Producer Licensing Property Casualty Prep
- Ethics 101/Ethics 201
- Producer Fraud Seminar
- Avoiding Insurance Agent & Broker Errors and Omissions Exposures
- Certificates of Insurance
- The Additional Insured Illusion

Find Out More About How We Can Help You!

✉️ ptetrault@insurancelibrary.org
📞 617-227-2087