



# 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

### 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

### 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

## 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!

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