

ONLINE LEARNING

Get Connected with The Institutes' Courses and Programs



Timely and Convenient Access to
Technical Insurance Knowledge

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Online Professional Development Solutions From The Institutes

The Institutes' online courses provide a revolutionary way to deliver technical insurance content in a quick, convenient, and cost-effective manner. Each online course provides clear learning goals and includes knowledge checks and quizzes to gauge understanding. The Institutes offer a wide variety of online options to meet the professional development needs of those who are new to the property-casualty industry, as well as of seasoned veterans.

With The Institutes' online courses, you can register for a single course or an entire suite of courses that comprehensively covers a specific functional area so that you get the precise amount of technical insurance knowledge you need. The choice is yours!

The Institutes' Online Courses Benefit Both the Individual Employee and the Insurance Organization

The Individual Benefits From:

- Learning needed information quickly
- Enjoying the convenience of targeted learning
- Strengthening skills and improving job performance
- Balancing professional development with a busy career and personal life

The Organization Benefits From:

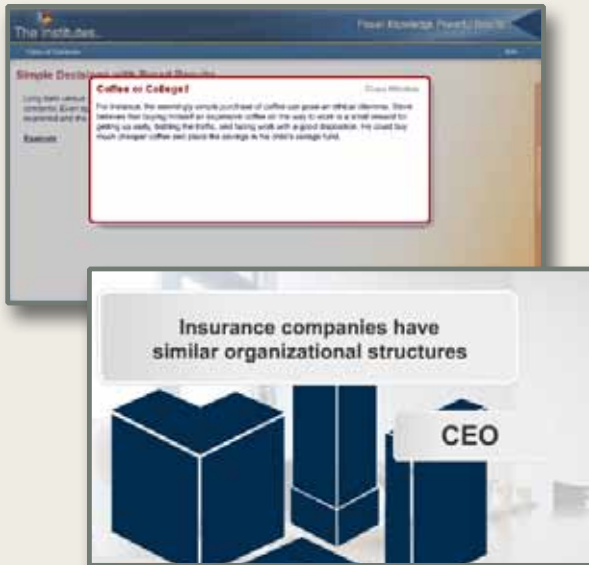
- Saving money and time
- Reducing employees' time away from work
- Shortening learning curves for new hires
- Providing a common knowledge base across the organization
- Improving individual and organizational performance

Instructor-Led Online Classes

The Institutes offer 8-week online classes for busy insurance professionals who cannot find time for a traditional class. Online classes provide the pace and structure of a weekly class, the camaraderie of other students, and the learning assistance of a knowledgeable instructor. The instructor and students interact several times weekly on their own time schedules to discuss course material, participate in learning activities, and learn from each other.

Instructor-led online classes are currently available for:

- AINS
- AIC
- Select CPCU courses



For more details on all The Institutes' online solutions, visit www.TheInstitutes.org/onlinelearning.

Visit www.TheInstitutes.org/onlineclasses to learn more and to register for a class.

Self-Study Courses and Programs

The Institutes offer a variety of learning solutions to meet your professional development needs, including the courses and designation programs listed below. For more details and a comprehensive list of all The Institutes' solutions, please visit www.TheInstitutes.org.

Insurance Essentials

Designed specifically for those new to property-casualty insurance, this course covers vital insurance concepts and provides a solid overview of the industry.

Introduction to Property and Casualty Insurance (INTRO)

An excellent starting point for anyone in risk management, insurance, and related fields, this well-known course from The Institutes is now online. It provides a thorough understanding of a wide range of property-casualty topics, including:

- Insurance Marketing
- Underwriting Basics
- Claims Basics

Insurance Financial Dynamics

By teaching financial fundamentals and using problem-solving scenarios, this three-course suite provides an overview of how everyday decisions affect an insurance company's bottom line. The three courses in Insurance Financial Dynamics are:

- Measuring Insurance Industry and Company Performance
- Impact of Business Decisions on the Bottom Line
- Insurer Finance and Accounting

Associate in General Insurance (AINS) Designation

After completing this designation, you'll have a thorough understanding of the fundamentals of personal and/or commercial insurance and how to apply them, enhancing your ability to build a better book of business.

Associate in Risk Management (ARM) Designation

The ARM designation enhances your risk management skills by teaching you how to build and implement a balanced risk-financing strategy using retention, transfer, and hybrids.

AINS 24—General Insurance for IT

After completing this course, you'll have a comprehensive awareness of the overall business of insurance and will be better prepared to handle insurance business functions and processes. By understanding industry terms and principles, you'll develop confidence in your ability to meet insurance-specific information technology needs.

Associate in Claims (AIC) Designation

By earning the AIC designation, you'll improve your technical claim handling skills, communication and negotiation skills, good-faith claim handling abilities, and in-depth policy knowledge.

Chartered Property Casualty Underwriter (CPCU®) Designation

Built on a foundation of broad technical knowledge, high ethical standards, and demonstrated industry experience, the CPCU designation program prepares you to meet the changes and challenges of a demanding risk management and insurance marketplace with confidence and professionalism.

Online Suites of Courses

The Institutes also offer a wide variety of online courses that cover specific functional areas of property-casualty insurance and risk management across a variety of skill levels. For your convenience, we've grouped these courses into suites or collections. You can take one, a few, or all of the courses within any of these collections. The choice is yours!

Here are just some of the suites and their respective courses now available. For a detailed listing of all suites and courses available, log on to www.TheInstitutes.org/onlinelearning.

Insurance Fundamentals: Claim fundamentals, underwriting fundamentals, and more

Insurance Principles: Insurance overview, insurance contracts, and more

Commercial Insurance: Business income insurance, businessowners policy, and more

Personal Insurance: Life insurance, personal loss exposures and risk management, and more

Insurance Finance: Financial ratios, insurance cycles, and more

Risk Assessment: Liability loss exposures, assessing personnel exposures, and more

Risk Control: Understanding risk control, controlling criminal loss exposures, and more

Risk Financing: Insurance as a risk financing technique, self-insurance plans, and more

Claim Handling Principles and Practices: Risk and insurance, insurance fraud, and more

More courses and suites are coming soon! Be sure to check our Web site for availability: www.TheInstitutes.org.

Seamlessly Bring The Institutes' Online Courses to Your Organization:

The Institutes' online courses are SCORM-compliant and integrate with existing Learning Management Systems. We will work with you to ensure seamless integration so you can deliver concise, ready-made, technical insurance knowledge.

Pricing:

The Institutes' online courses are priced per Professional Development Hour (PDH). For specific pricing, visit www.TheInstitutes.org/onlinelearning.

To Order:

Visit our Web site at www.TheInstitutes.org/onlinelearning, call Customer Service at (800) 644-2101, or e-mail customerservice@TheInstitutes.org. Corporate volume discounts are also available.

Discover The Institutes' Online Courses for Yourself:

Visit www.TheInstitutes.org/onlinelearning for detailed information on all available courses and to access a self-guided demo.

The Institutes' courses and programs are dynamic in nature. To provide industry professionals with the knowledge needed to drive powerful business results, The Institutes continuously review and revise technical content and delivery methods based on current industry needs and practices. Therefore, course topics, program requirements, and pricing are subject to change at any time. Visit our Web site, www.TheInstitutes.org or call Customer Service at (800) 644-2101, for the latest course and program information.