

What do **86%** of Associate in Commercial Underwriting designees know that you don't?

They know The Institutes'

Associate in Commercial Underwriting (AU) and Associate in Commercial Underwriting—Strategic Techniques (AU-S)

designation programs help prepare them to achieve their long-term career goals.

HERE'S WHAT DESIGNEES HAD TO SAY ABOUT THE ASSOCIATE IN COMMERCIAL UNDERWRITING PROGRAM:

84% attributed faster career progression to having completed the program

70% received a promotion within two years of finishing the program

More than **70%** said the program helped them prepare for their current job responsibilities

“ The AU program is truly unique in the industry. Its concentrated emphasis on underwriting makes it an **essential element in the development of a superior commercial lines underwriter**. The concepts studied mesh perfectly with our corporate underwriting thought process.”

Craig Andrews, CPCU, ARM, AU, ARe, AMIM, ASLI, AAI
Business Insurance Product Development Manager
State Auto Insurance Companies

“ Looking back on my career, I can honestly say that earning the Associate in Underwriting (AU) designation provided me with **the educational foundation and confidence needed to transition from an insurance job to an insurance career**. My progression from personal lines underwriter to commercial underwriter to underwriting manager and now a position of responsibility in managing all product lines would not have been possible if I had not made the decision to pursue the AU designation. Earning this designation motivated me to continue my education by completing the CPCU designation, and I have just completed serving as chapter president for the Brandywine Valley CPCU Chapter. The AU program was fundamental in setting me on a career path filled with countless learning opportunities.”

Jim Reagan, CPCU, AU
Product Manager
Farmers Mutual Fire Insurance Co. of Salem

“ When I was studying for the AU designation, I **learned so much that I found myself using what I learned the next day at work!** Applying my studies to my work really helped me retain what I learned for the exam and for the future.”

Laura Fernandez, MA, AU
Commercial Underwriter
Zurich Small Business

Turn the page for more information and learn more online at www.TheInstitutes.org/AU

Associate in Commercial Underwriting (AU)

NEW! Associate in Commercial Underwriting—Strategic Techniques (AU-S)

As an underwriting professional, you need a broad understanding of today's underwriting techniques and how to build a profitable book of business. The Institutes' Associate in Commercial Underwriting (AU) and Associate in Commercial Underwriting—Strategic Techniques (AU-S) designation programs provide you with practical skills you can use today—enhancing your productivity and career opportunities throughout your underwriting career.

BOTTOM-LINE BENEFITS OF AU

- Enhance professional confidence by building a strong foundation in underwriting principles and practices
- Strengthen underwriting skills by building a strong understanding of commercial lines account selection techniques
- Build a more profitable book of business by developing a disciplined approach to underwriting commercial property and liability loss exposures

BOTTOM-LINE BENEFITS OF AU-S

- Support the insurer's overall financial goals by learning how to develop competitive underwriting strategies and manage underwriting profitability in a competitive environment
- Increase effectiveness and contribution to an insurer's value by acquiring skills needed to underwrite large accounts
- Improve efficiency with technical knowledge on how to manage and reunderwrite a book of business to achieve profitability and other strategic goals

To order study materials, register for exams or detailed course or program information, go on to www.TheInstitutes.com.

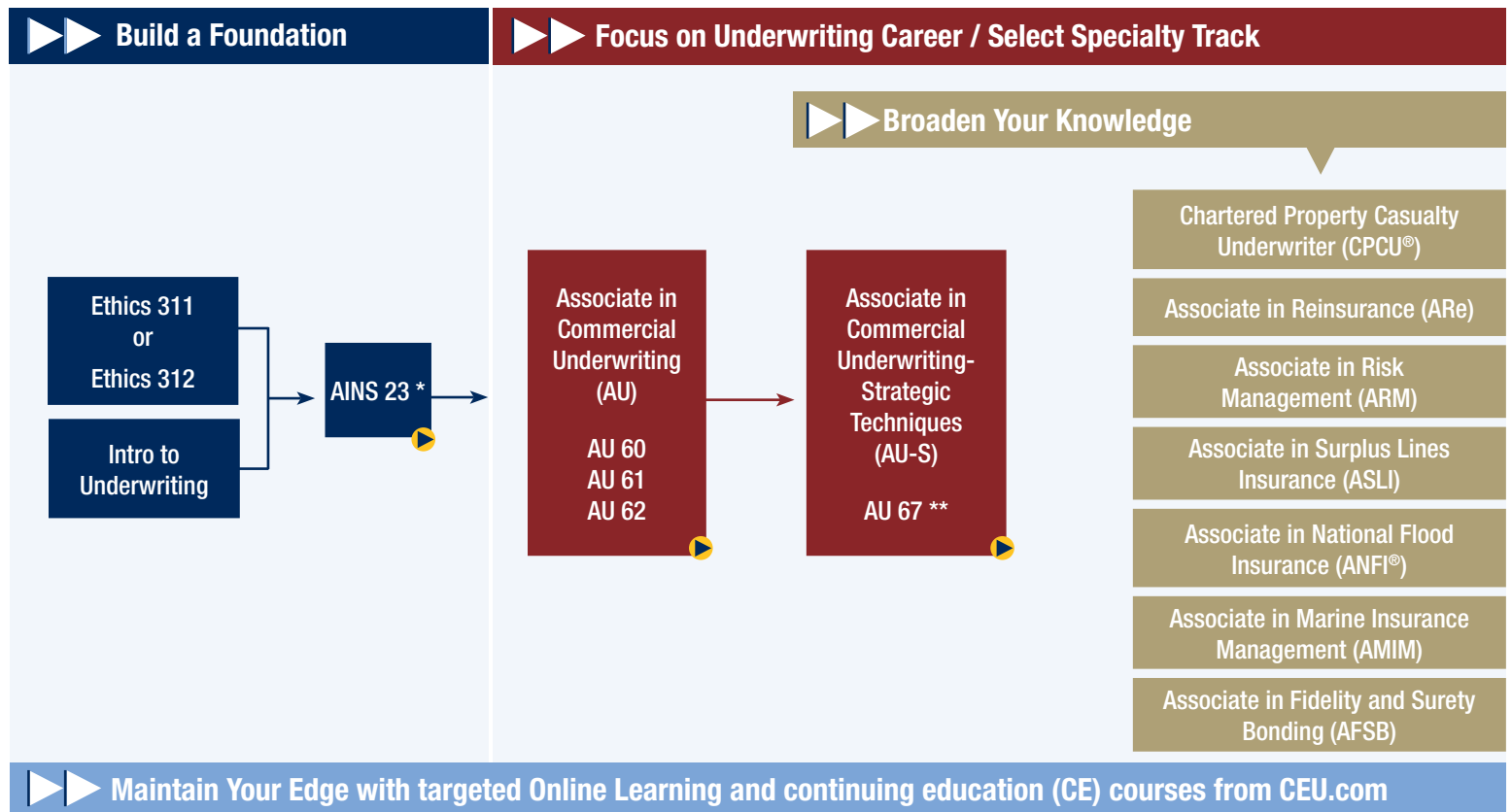
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Join The Institutes online community at: community.TheInstitutes.org.

Also join us on   

MODEL CAREER PATH FOR COMMERCIAL UNDERWRITING PROFESSIONALS



This course(s) applies to one or more Institutes programs. See www.TheInstitutes.org for details.

* AINS 23 is (are) a requirement of the AU designation program. CPCU 551 and 552 can be taken in place of AINS 23.

** To earn the AU-S designation you must complete the AU program.