

THE INSURANCE PROFESSIONAL SCHOOL. for PROPERTY/CASUALTY



The Insurance Professional School (IPS) for Property/Casualty is a seven-month curriculum designed to provide your new employees with the knowledge and skills they need to excel within your firm and contribute to your bottom line. In partnership with the Institutes and the University of Georgia, this program offers a best-in-industry curriculum resulting in an early-career designation for agent/broker professionals upon completion.



Accelerate learning curve, performance and impact



Create a customer-centric, advisory mindset



Develop property/casualty expertise with a strong focus on application

Who Should Attend?

Participants with less than three years in the industry and in whom you see strong potential. Client facing roles will benefit most, including:

- Producers/Consultants
- Account Executives
- Account Managers
- Client and Risk Management Professionals

How It Works?

The class is **100% virtual**. Participants spend approximately three hours per week on online readings and assignments. Once a week, they will participate in a virtual class facilitated by a University of Georgia professor or industry expert. Most class sessions are one hour, and the time commitment per week is approximately 4 hours.

HOW IT WORKS

ONLINE, SELF-PACED COURSEWORK

- 3 hours/week
- Readings
- Video Lessons
- Workbook Pages
- Quizzes
- Assignments/Discussions

LIVE VIRTUAL SESSIONS

- 1 hour/week
- Instructor-led
- Zoom
- Reinforces course content and application

← TOTAL TIME COMMITMENT ■ 4 HOURS PER WEEK →

Course Impact

This curriculum provides a strong foundation across the following areas:

- Learn risk management concepts and apply the principles to the identification and management of a client's exposure
- Become adept to analyzing insurance policies
- Attain a deep knowledge of core commercial coverages and apply them to real world situations
- Identify exposures and matching coverage to the needs of a client or prospect
- Learn advanced coverages and apply coverages with increasing complexity
- Understand carrier operations underwriting, market cycles, and reinsurance and the impact in placing business
- Identify key business relationships and learn how to purposefully advance them
- Identify a firm's primary markets and learn key coverage differentiators
- Explore and develop specializations/niches
- Learn how to read financial reports to gain insights on a prospect or client's business
- Participate in a challenging case competition that requires use of the full range of skills and knowledge gained in the program

What's Covered?

Risk Management Fundamentals ■ Analyzing Insurance Policies ■ Commercial Property Insurance ■ Business Income ■ Commercial General Liability ■ Workers Comp ■ Commercial Auto ■ Inland and Ocean Marine ■ Crime ■ Excess and Umbrella ■ Management Liability ■ Carrier Operations ■ Underwriting Process ■ Market Cycles ■ Finance Essentials ■ Reinsurance ■ Carrier Relationships ■ Claims Fundamentals ■ Loss Control ■ International Insurance ■ Captives ■ Surplus Lines ■ Cyber ■ Legislative Landscape ■ Emerging Industry Trends

What is the Tuition?

For Council members: \$3,250 per attendee.

How Can I Enroll?

The Property/Casualty track is offered in February and September 2024. Register at www.ciab.com/talent-development

FOR MORE INFORMATION, CONTACT INSURANCEPROFESSIONALSCHOOL@CIAB.COM