

THE
INSURANCE
PROFESSIONAL
SCHOOL

 THE COUNCIL

Agenda

- Introductions & Welcome
- Keith Schuler
President & CEO, InterWest and Board Chair, The Council
- Overview of the Insurance Professional School
- A Manager's Perspective
Paula Osborne - Director, Property & Casualty Claims, Interwest
- Q & A



PROGRAM OBJECTIVES



Accelerate learning curve, performance and impact



Create a customer-centric, advisory mindset



Develop industry expertise with a strong focus on application



TARGET AUDIENCE

- New to the industry; licensed (if applicable to their role)
- Experienced employees who would benefit from having stronger coverage expertise
- Roles that will find the most value include:
 - Producers
 - Account executives
 - Account managers
 - Claims and risk management professionals
 - Other business development associates



PROGRAM OVERVIEW

- A comprehensive, seven-month program:
 - Provides in-depth training on core commercial concepts, coverages and application through a risk management lens.
 - Builds industry and business acumen, expands coverage expertise and enhances critical skills, culminating with a Capstone Project.
- 100% virtual; state of the art learning platform
- In partnership with the University of Georgia and The Institutes
- Completion of both modules results in the Accredited Professional in Risk & Insurance (APRI) designation



PROGRAM FEATURES

- Combines online learning with live virtual sessions and activities that reinforce understanding and provide opportunities to apply the material
- Cohort based, structured
- Partnerships with industry experts
- Case studies integrated throughout the curriculum to actively engage participants in real world examples
- In-Agency Assignments that help assimilate learning to the unique culture of the firm and allows for immediate application of learning
- CIAB members share real stories and the lessons learned
- Participant Support - office hours, tutors, mentors as needed
- Manager/Mentor Support



INSURANCE PROFESSIONAL SCHOOL CURRICULUM



Self Study Units

- Commercial Crime Insurance
- Employee Benefits Fundamentals for Commercial Lines Professionals
- Niches/Specialization
- Reinsurance
- Alternative Risk Financing and Captives
- Cyber
- Introduction to Environmental Insurance
- Introduction to Surety
- Making Sense of Data



HOW IT WORKS

Participants go to the CIAB IPS Portal to find all program materials, content and information.

Time commitment of 4 hours per week

Online, Self-Paced Coursework

- › Three hours/week
- › Readings
- › Video Lessons
- › Workbook pages
- › Quizzes
- › Assignments/Discussions

Live Virtual Sessions

- › One hour per week
- › Instructor-led
- › Zoom



WEEK 6 AT A GLANCE: BUSINESS INCOME INSURANCE

OVERVIEW: This unit provides an in-depth look at business income exposures, concepts and insurance coverage.

Objectives:

- Understand business income concepts
- Understand business income insurance contracts and be able to analyze them for coverage and gaps

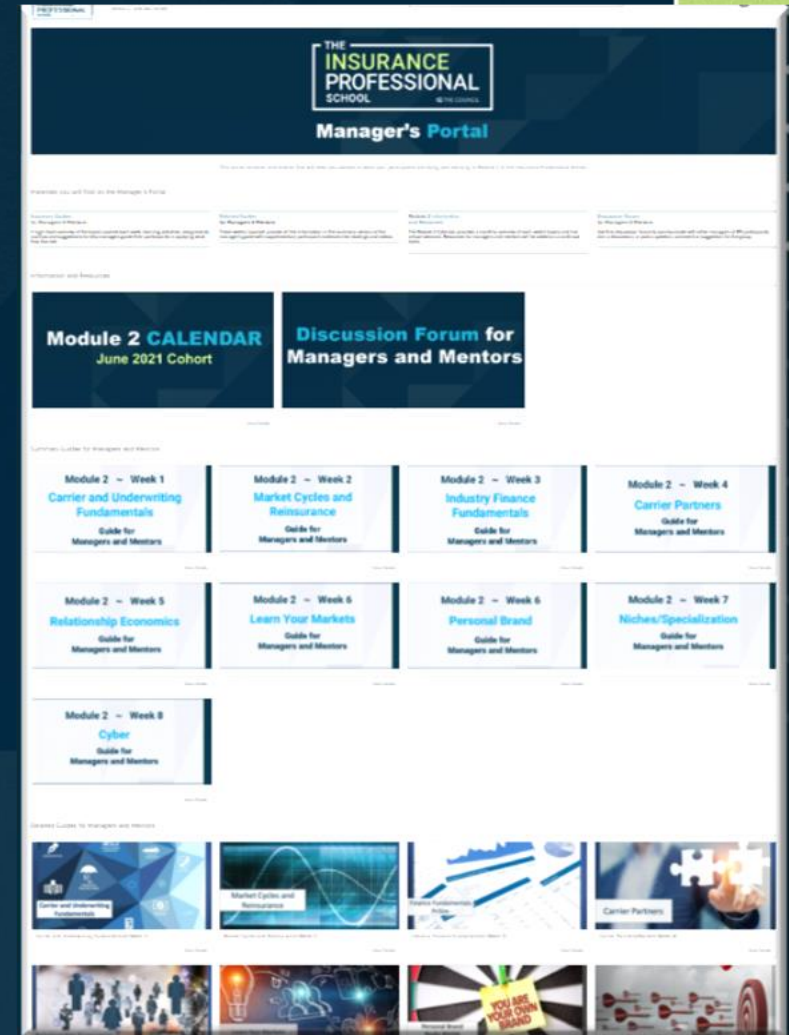
Example of the
“Week At a Glance”
overview that is
provided for each
week of the program.

	Topics/Activities		Approximate Time	Date/ Complete By
	Online/Self-Paced	Live Virtual Instructor Led		
Business Income Loss Exposures			30 minutes	Mar 16
	Read Business Income Loss Exposures (The Institutes)			
	Watch ‘Educator Insights’ Video: Business Income Loss Exposures			
	Complete Workbook Page (optional)			
	Take Quiz (The Institutes)			
Business Income Coverage (BIC) Insuring Agreements			30 minutes	Mar 16
	Read BIC Insuring Agreements (The Institutes)			
	Watch ‘Educator Insights’ Video: Business Income Insuring Agreements			
	Complete Workbook Page (optional)			
	Post response: Bulldog Mechanical Case Study Assignment			
	Take Quiz (The Institutes)			
BIC Additional Coverages and Coverage Extension			30 minutes	Mar 16
	Read BIC Additional Coverages and Coverage Extension (The Institutes)			
	Watch ‘Educator Insights’ Video: Business Income Additional Coverages & Coverage Extension			
	Take Quiz (The Institutes)			
Determining Whether the BIC Form Covers a Loss			45 minutes	Mar 16
	Read Determining Whether the BIC Form Covers a Loss (The Institutes)			
	Take Quiz (The Institutes)			
	Watch ‘Insights from the Field’ Video			
Live Virtual Class		Attend Live Virtual Class	60 minutes	Mar 16
Complete Reflection/Action Plan			15 minutes	Mar 16



Manager/Mentor Support

- Manager's Portal
- Weekly Manager/Mentor Guide
- Manager Meetings
- Monthly Participant Tracking Reports





Employee Benefits Track

- Launched in April 2023
- Next cohort begins in January 2024

Insurance Professional School Differentiators

- Knowledge applies to all primary markets
- Coverage application, not just comprehensive coverage knowledge
- Active learning that brings the role of risk mitigation to life
- Assignments that will push participants to the expertise that resides within their firms and learn the culture
- Ongoing support for managers/mentors
- Multiple learning modalities and “chunking” of content to increase comprehension and retention
- The integration of all aspects of risk management, coverage expertise and business acumen to develop a professional with a holistic view of the industry



Questions



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