



GREATER RICHMOND CHAPTER OF CHARTERED PROPERTY & CASUALTY UNDERWRITERS

SPRING 2012

CPCU, AINS, INTRO, AIC, ARM, ASLI, and IR CLASSES
EXAMINATIONS, TEXTBOOKS, SMART and KEIR MATERIALS

For complete course descriptions, go to www.aicpcu.org

CPCU CLASSES--TUITION: \$200

CPCU is the premier designation in property-casualty insurance.

CPCU classes provide continuing education credit (toward a Virginia Agent's license) if a student attends 85 percent of the classes excluding the orientation and review. CPCU classes are CE approved or approval-pending. Credits are classified as Non-Company, Non-Agency.

FOUNDATION COURSES

CPCU 500 – Foundations of Risk Management and Insurance—some topics covered include introduction to risk management, risk assessment, risk control and risk financing, enterprise-wide risk management, insurance policy analysis, and common policy concepts.

DATE: Tuesdays beginning February 21, (8 lessons) 11:00 am-1:30 p.m. (LUNCHBREAK)
INSTRUCTOR: Jennifer Blandford, CPCU 740-8025
LOCATION: James River Insurance, 6441 West Broad Street, 2nd floor conference room
BOOKS: \$187.00 for recommended materials or \$275.00 for the comprehensive package*

CPCU 530 – Business Law for Insurance Professionals-- some topics covered include introduction to US law, contract law, commercial law, property law, tort law, agency law, insurance applications and employment law.

DATE: Wednesdays beginning February 8, (10 lessons) 5:00-7:30 p.m.
INSTRUCTOR: Larry Fernandez, CPCU 675-3603
LOCATION: Nationwide Insurance, 7501 Boulders View Drive, Third floor training room
BOOKS: \$187.00 for recommended materials or \$275.00 for the comprehensive package *

CONCENTRATION COURSES

CPCU 551 – Commercial Property Risk Management & Insurance—some topics covered include introduction to commercial property insurance, building and personal property coverage form, causes of loss forms, other commercial property coverage options, flood, earthquake, and specialty forms.

DATE: Thursdays beginning January 19, (13 lessons) 5:00-7:30 p.m.
INSTRUCTOR: Craig Mathre, CPCU 525-1373
LOCATION: Va. Property Insurance in Innsbrook, 4405 Cox Road, Suite 260
BOOKS: \$225.50 for recommended materials or \$313.50 for the comprehensive package*

IIA CLASSES-- TUITION \$175.00

Classes provide a varying number of continuing education credits (toward a Virginia Agent's License) if a student attends 85 percent of the required sessions. CE credits for INTRO to Property and Casualty Insurance can be obtained by passing the national exam. Attending the class does not provide CE. **No credits are available for the ASLI or IR courses.**

INTRO provides a good understanding of how insurance works. It is recommended for those new to property-casualty insurance.

INTRO—Introduction to Property and Casualty Insurance—some topics covered: What Insurance Is, How It Is Sold, What Underwriting Is, How Claims Are Handled, What Is In an Insurance Policy, What Personal and Commercial Insurance Are, How Premiums Are Determined, Insurance in a Changing World

DATE: Tuesdays beginning Feb. 14 (9 lessons), 11:00 am-12:30 pm (LUNCHBREAK)
INSTRUCTOR: Mark Schauss, CPCU 527-7936
LOCATION: Markel Corporation in Innsbrook, 4521 Highwoods Parkway, First floor, Style A
BOOKS: \$104.50 for recommended materials or \$170.50 for the comprehensive package*

The **Associate in General Insurance (AINS)** provides a solid, practical foundation on which to build your career. **AINS 21 – Property & Liability Insurance Principles**—some topics covered include what is insurance? Who provides insurance? How is Insurance Regulated?

DATE: Mondays beginning February 20 (9 lessons) 11:00 am-1:00 p.m. (LUNCHBREAK)
INSTRUCTOR: Rick Scherer, CPCU 967-5650
LOCATION: Markel Corporation in Innsbrook, 4521 Highwoods Parkway, First floor, Style A
BOOKS: \$110.00 for recommended materials or \$181.50 for the comprehensive package*

AINS 22– Personal Insurance—some topics covered include automobile insurance and society, personal auto and homeowners insurance, & other residential insurance.

DATE: Mondays beginning January 30, (12 lessons), 5:00-7:00 p.m.
INSTRUCTOR: Richard Krieger, CPCU 405-4175
LOCATION: Markel Corporation in Innsbrook, 4521 Highwoods Parkway, First floor, Style B
BOOKS: \$148.50 for recommended materials or \$220.00 for the comprehensive package*

The **Associate in Risk Management program (ARM)** gives you the skills you need to effectively assess, control, and finance risk.

ARM 55 – Risk Control—some topics covered: Controlling property, personnel, liability, and net income loss exposures, disaster recovery for property loss exposures, and understanding claim administration.

DATE: Tuesdays beginning January 17 (13 lessons), 5:00-7:00 pm
INSTRUCTOR: Tim Cook, CPCU 967-5651
LOCATION: Va. Property Insurance in Innsbrook, 4405 Cox Road, Suite 250
BOOKS: \$187.00 for recommended materials or \$275.00 for comprehensive package*

The **Associate in Claims (AIC)** program allows you to tailor your courses to match your specialty and improve your claim handling ability, and hone your communication and negotiation skills.

AIC 33 – Claim Handling Principles and Practices—some topics covered: the claim process, basic investigation, fraud detection, negotiation, and litigation management.

DATE: Tuesdays beginning February 21, (8 lessons) 5:00-7:00 pm
INSTRUCTOR: Jennifer Blandford, CPCU 740-8025
LOCATION: Markel Corporation in Innsbrook, 4521 Highwoods Parkway, First floor, Style B
BOOKS: \$143.00 for recommended materials or \$226.50 for comprehensive package*

AIC 36--Liability Claim Practices—some topics covered include liability investigation; evaluation of damages; litigation management; auto/home/commercial liability and coverage issues; settlement & ADR strategies; case studies

DATE: Tuesdays beginning January 17, (13 lessons) 5:30-7:30 pm
INSTRUCTOR: Joe Feichtel, CPCU 273-1402
LOCATION: Nationwide Insurance, 7501 Boulders View Drive, 5th floor conference room
BOOKS: \$176.00 for recommended materials or \$264.00 for comprehensive package*

The **Associate in Surplus Line Insurance (ASLI)** program increases the ability to effectively manage the opportunities and meet the challenges presented by the use of the surplus lines market.

ASLI 163 – Surplus Lines Insurance Operations— Some topics covered include fundamentals, insurance regulation, surplus lines insurance marketing, new product and program development, underwriting, ratemaking, the claim function, insurance cycles and the surplus lines market.

DATE: Mondays beginning January 16 (12 lessons) 5:00-7:00 pm
INSTRUCTOR: Nick Abraham, CPCU 527-7647
LOCATION: Markel Corporation in Innsbrook, 4521 Highwoods Parkway, First floor, Style A
BOOKS: \$170.50 for recommended materials

The **Associate in Insurance Regulation and Compliance program (ARC)** gives an understanding of the insurance regulatory environment and the effect that it has on the insurance business.

IR 201—Insurance Regulation—some topics covered include an introduction to and the development of insurance regulation, rate, claim, producer, underwriter, solvency, and insolvency regulation

DATE: Wednesdays beginning February 1 (12 lessons) 5:00-7:00
INSTRUCTOR: Gregory Chew, CPCU
LOCATION: State Corporation Commission, 1300 E. Main Street, 6th floor conference room
BOOKS: \$242.00 for recommended materials

TEXTBOOKS

Our students and those self-studying are invited to order textbooks. "Recommended materials" includes the course guide and all necessary textbooks to study for an examination. . The "Comprehensive package" includes the recommended materials as well as review notes and flashcards (SMART materials) designed to help students learn and retain key information and concepts.

Prices shown include 10% for shipping and handling. Books are not guaranteed for the first class unless orders are placed two weeks prior to that date. TEXTBOOKS MAY NOT BE RETURNED.

*The comprehensive package includes the required materials plus the SMART materials which are supplemental study notes and flashcards that many students find to be helpful. They are available for purchase for most courses.

KEIR materials which are supplemental study aids can be purchased to assist in the learning process. The Richmond Society of CPCU does not guarantee the accuracy of answers contained in the Keir materials. **KEIR MATERIALS ARE AVAILABLE FOR SOME COURSES. CPCU, AINS, and AIC materials are \$75, ARM materials are \$86, AIS 25 MATERIALS ARE \$37.75, and INTRODUCTION TO PROPERTY AND CASUALTY INSURANCE are \$36. All costs listed for Keir materials include shipping charges.**

EXAMINATIONS

CLASSES PREVIOUSLY DESCRIBED PREPARE STUDENTS FOR EXAMS IN THE APRIL 15-JUNE 15 WINDOW

The Richmond Society of CPCU administers examinations in four windows. Any CPCU or IIA exam may be taken in any window. The windows are as follows:

January 15-March 15
April 15-June 15
July 15-September 15
October 15-December 15

If you wish to take an exam at our Innsbrook location, send your registration form to our offices by fax at 804-784-7278, by mail at 631 Monacan Drive, Richmond, VA 23238 or by email at mbys@richmondpcu.org. To qualify for the lowest fee schedule, registrations must be in by the first day of the window. **(A fee of \$15 will be assessed by the chapter in addition to the fees charged by the Institutes if a student cancels an exam or if he or she moves windows more than one time.) Our examination fees are the same as those charged by the Prometric Centers.**

CPCU – IIA COURSE APPLICATION

NAME _____

SOCIAL SECURITY OR ALTERNATIVE INSTITUTE NUMBER (begins with a 999)

VA AGENT LICENSE NUMBER OR NPR IF CE CREDIT IS NEEDED _____

HOME ADDRESS _____

City State Zip

HOME PHONE _____

EMPLOYER _____

WORK PHONE _____

EMAIL ADDRESS _____

Please make checks payable to **GREATER RICHMOND CPCU**. *Students who drop a class before the first class meeting are charged a \$20 registration fee. Students who drop a class after the first class meeting receive a 75 percent refund. Students who drop a class after the second class meeting receive no refund. Textbooks cannot be returned.*

COURSE FOR WHICH YOU ARE REGISTERING _____

TEXTBOOKS WHICH YOU ARE ORDERING _____

KEIR MATERIALS WHICH YOU ARE ORDERING _____

Tuition Payment	\$ _____
Textbook Payment	\$ _____
Keir Materials	\$ _____
Exam Payment	\$ _____
Total Payment	\$ _____

Check Enclosed _____ Master Card _____ Visa _____ Company Billing _____

► Fax an invoice to my company to the attention of _____ at this number _____ OR mail an invoice to _____ at this address _____

► Charge Card Number _____ Expiration _____

► Number on the back of charge card _____

Address where the charge card bill is sent: _____

Signature _____

Please send the registration and full payment to:

Mary Beth Scherer, Executive Director
631 Monacan Drive, Richmond, VA 23238
Phone or Fax: (804) 784-7278
mbys@richmondpcu.org

In the event that a check received by the Richmond Society of CPCU is returned due to insufficient funds, we will assess a \$25.00 fee to cover administrative costs and bank penalties.