



COURSE CATALOG FALL 2019

THE INSTITUTES

The Richmond CPCU Society Chapter's course curriculum and materials are established with The Institutes. The Richmond CPCU Society is dedicated to enhancing your career success by offering the best in current industry knowledge, professional development and continuing education opportunities. For complete course descriptions and program tracks, go to: www.theinstitutes.org

MATRICULATION AND CONFERMENT

The Institutes has simplified the CPCU matriculation process and it is now completely online. When individuals register to take a CPCU exam, they will receive a link to the online matriculation form. The online matriculation form is accessible through each person's individual account in the Account Manager. For more information on matriculation, see the CPCU program page at www.theinstitutes.org.

Upcoming CPCU Conferment Ceremony Locations:
2019 New Orleans, Louisiana
2020 Washington, DC
2021 Orlando, Florida

REMOTE ACCESS PROGRAM

**** denotes remote access available**

The Richmond CPCU Society Chapter offers select courses throughout the year with online classroom access. Remote access to our classrooms is via Zoom; a web conferencing software developed for and by educators. Students that choose to access our classrooms via Zoom will be contacted directly with additional information in reference to creating an account and registering for course meetings. Students can participate in class from their smartphone, tablet or computer. Video and audio capabilities are preferred but we understand that it is not always possible depending on your company's security network. Spring 2019 will be our third semester with remote access; allowing us to welcome students from across the country into our classrooms. A \$25 technology fee applies for all remote access students.

EXAMS

The Richmond CPCU Society Chapter administers examinations in the four Institutes mandated windows:

January 15-March 15

April 15-June 15

July 15-September 15

October 15-December 15

To qualify for the lowest fee, registrations must be in by the first day of the window. A fee of \$25 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 exam dates more than one time. Our examination fees are the same as those charged by the Prometric Centers.

CHARTERED PROPERTY CASUALTY UNDERWRITER (CPCU)

Chartered Property Casualty Underwriter (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.

ADDITIONAL DESIGNATIONS AND COURSES

Classes provide a varying number of continuing education credits if a student attends 85 percent of the required sessions. CE credits for Introduction to Risk Management & Insurance and AIDA 181 can be obtained by passing the national exam. Attending these classes does not provide CE.

TEXTBOOKS AND STUDY AIDS

Our students and those self-studying are invited to order textbooks through the Chapter. "Recommended Materials" includes the course guide, all necessary textbooks to study for an examination, and access to online practice examination questions. 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.

KEIR materials which are supplemental study aids can be purchased to assist in the learning process. The Richmond CPCU Society Chapter does not guarantee the accuracy of answers contained in the KEIR materials.

KEIR MATERIALS ARE AVAILABLE FOR THE FOLLOWING:

CPCU, AINS, and AIC - \$75

ARM - \$86

All costs listed for Keir materials include shipping charges.

RMI 315

Introduction to Risk Management and Insurance

The RMI 315, Introduction to Risk Management and Insurance, student will be introduced to the basics of Property-Casualty Insurance, Risk Management, Underwriting, and Claims. A perfect class for those entering the industry or who work in support roles.

DATE: Mondays beginning August 26 (10 lessons) 11AM to 12:30PM

INSTRUCTOR: Mark Schauss, CPCU

LOCATION: Markel Corporation in Innsbrook

TUITION: \$250.00

MATERIALS: \$160.00 online content only or \$180.00 for textbook

The Associate in General Insurance (AINS) courses provides students with a comprehensive knowledge of insurance principles, practices, policies, and coverages.

AINS 21**

Property & Liability Insurance Principles

The AINS 21, Property and Liability Insurance Principles, student will learn to understand basic insurance principles and practices.

DATE: Wednesdays beginning August 28 (9 lessons) 11AM to 1:00PM

INSTRUCTOR: Rick Scherer, CPCU, AINS

LOCATION: James River Insurance Company

TUITION: \$250.00

MATERIALS: \$180.40 for standard materials or \$254.10 for the bonus package

AINS 23

Commercial Insurance

The AINS 23, Commercial Insurance, student will learn how to understand commercial insurance policies and coverages.

DATE: Tuesdays beginning August 20 (11 lessons) 11AM to 1:00PM

INSTRUCTOR: Jennifer Likander, CPCU, AINS

LOCATION: Markel Corporation in Innsbrook

TUITION: \$250.00

MATERIALS: \$232.10 for standard materials or \$305.80 for the bonus package

The Associate in Data Analytics (AIDA) program has students gain knowledge of predictive modeling and big data for risk and insurance applications.

AIDA 182

Risk and Insurance Analysis Techniques

The AIDA 182, Risk and Insurance Analysis Techniques, student will understand techniques for measuring and modeling risk and their application to risk management and property-casualty insurance.

DATE: Mondays beginning September 23 (9 lessons) 11:30AM to 1:00PM

INSTRUCTOR: Kevin Smith, CPCU

LOCATION: Markel Corporation in Innsbrook

TUITION: \$250.00

MATERIALS: \$338.80 for standard materials

The Associate in Claims (AIC) is the premier designation for all claims professionals.

AIC 49 **

Bodily Injury Claims and Liability Coverages

The AIC 49, Bodily Injury Claims and Liability Coverages, student will become skilled at managing bodily injury claims and determining coverage under liability insurance policies (other than auto).

DATE: Tuesdays beginning August 20 (12 lessons) 11AM to 1:00PM

INSTRUCTOR: Jennifer Blandford, CPCU

LOCATION: James River Insurance Company

TUITION: \$250.00

MATERIALS: \$302.50 for standard materials or \$379.50 for the bonus package

The Associate in Risk Management (ARM) is the premier designation for all risk management professionals.

ARM 54**

Risk Management Principles and Practices

The ARM 54, Risk Management Principles and Practices, student will understand Understand risk management principles and practices.

DATE: Tuesdays beginning September 3 (11 lessons) 5PM to 7PM

INSTRUCTOR: Tim Cook, CPCU, ARM

LOCATION: VRSA | Virginia Risk Sharing Association

TUITION: \$250.00

MATERIALS: \$314.60 for standard materials or \$391.60 for the bonus package

CPCU 500 **

Foundations of Risk Management and Insurance

The CPCU 500, Foundations of Risk Management and Insurance, student will learn how to apply basic concepts of risk management and insurance to everyday activities.

DATE: Tuesdays beginning September 3 (8 lessons) 11AM to 1PM

INSTRUCTOR: Derek Lynch, CPCU

LOCATION: Kinsale Insurance

TUITION: \$275.00

BOOKS: \$330.10 for standard materials or \$430.10 for the bonus package

CPCU 551

Commercial Property Risk Management and Insurance

The CPCU 551, Commercial Property Risk Management and Insurance, student will learn how risk management techniques can be used to address an organization's property loss exposures.

DATE: Tuesdays beginning September 3 (12 lessons) 5PM to 7PM

INSTRUCTOR: Chad White, CPCU

LOCATION: Marsh & McLennan Agency at Libbie Mill

TUITION: \$275.00

BOOKS: \$382.80 for standard materials or \$481.80 for the bonus package

SELF - STUDY

Are you looking for a course not offered in the Fall 2019 course catalog?

The Richmond CPCU Society Chapter is happy to assist with the ordering of all Institutes course materials for self-study.

Are you looking for a classroom session for a specific course? Let us know! Student input on future course offerings is very important.

REGISTRATION

STEP 1 – Within the Fall 2019 Course Catalog, click the hyperlinked class title for the class in which you want to enroll.

STEP 2 – Complete the Personal Information fields.

NOTE: Your CPCU Student ID# is required. If you do NOT have a student ID number or have forgotten yours, contact The Institutes by calling (800) 644-2101.

STEP 3a – To pay by check or invoice, select your company name in the invoicing section and scroll down below your textbooks order choices to choose “Pay By Check” as your payment method.

Company Invoicing Information

If your company is invoiced by the Chapter please, select the company name then select "check," as your payment option when completing your registration.

☐ All Risk

☐ James River

☐ Kinsale

☒ Markel

☐ State Farm

☐ Other

Payment

Payment Method

☐ Pay with Credit Card

☒ Pay By Check

Please make check payable to:

Richmond CPCU Society Chapter

PO Box 1748

Midlothian, VA 23113

STEP 3b – To pay by credit card, select that option from the Payment box at the bottom of the page.

STEP 4 – Scroll up from the Payment field to select your desired textbook, exam and remote access options.

Textbooks and Study Materials

Item	Qty.	Max Limit	Price
<div><div>Comprehensive Textbook Package</div><div>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</div></div>	<div><div>0</div><div>1</div></div>		<div>\$322.30</div> <div>each</div>

STEP 5 – Click

Continue

STEP 6 – Click

Pay Now

 You will receive a confirmation email.



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Richmond Chapter
