

## Property & Casualty Courses

Date Approved	Course Name	Hours
1/19/2018	Surety-Tips on Establishing a Bonding Program	4
	Surety-Basic Bond Information-Surety v Insurance	4
	Surety-Types of Bonds for Contractors	4
	Surety-As A Prime Contractor-When is Bonding Required?	4
	Surety-As A Subcontractor-When is Bonding Required?	4
	Surety-Bond Needs?	4
	Surety-Acceptable Sureties	4
	Surety-Qualification for bonding: General Info	4
	Surety-Qualification for bonding: Basic Background	4
	Surety-Qualification for bonding: File Items-Credit File	4
	Surety -Qualification for bonding: Additional Underwriting	4
	Surety-Qualification for bonding: File Items-Bond Requirements	4
	Surety-Cost of Bonds	4
	Surety-Tips for Going Forward	4
	Surety-Circle of Friends	4
	General Insurance-Business Insurance Programs	4
	General Insurance-Basic Insurance Information	4
	General Insurance-Insurance Policy-Two Party Contract	4
	General Insurance-Types of Insurance for Contractors	4
	General Insurance-Workers Compensation Insurance	4
General Insurance-Business Auto Liability	4	
General Insurance-General Liability	4	
General Insurance-Contractors All Risk (CAR) and Builders Risk	4	
General Insurance-Umbrella Liability	4	
General Insurance-Optional Insurance Coverages	4	
General Insurance-General Insurance Requirements	4	
4/15/2018	Continuing Education Session: "Jump on the P3Wave: The Value of Bonding in this Rapidly Growing Market"	2
1/25/2019	Analyzing PC Insurance Policies and Their Key Provisions	5 PC / 5 A
	Best Practices for Claims Consultations	1 PC / 1 A
	Condominiums: The Unique Insurance Challenges	6 PC / 6 A
	Cyber Risk: Understanding How Multiple Policies Intersect	1 PC / 1 A
	Cybersecurity: Protecting Your Clients and Your Practice	2 PC / 2 A
	Cybersecurity: Protecting Your Clients and Your Practice	6 PC / 6 A
	Identity Theft	4 PC / 4 A
	Insuring Drones-What You Need to Know	1 PC / 1 A
	Insuring the Sharing Economy	2 PC / 2 A

	Minding the Gaps in Commercial Lines Insurance	12 PC / 12 A
	Personal Autos Used in Business	2 PC / 2 A
	Hot Topics in Employment Law	2 Ethics
	Professional Excellence through Ethics and Values	2 Ethics
	Developing a Client-Centered Code of Ethics	2 Ethics
1/25/2019	Ethics: It's a Hard World After All	3 Ethics
2/15/2019	The Top Reasons Contractors Succeed	2
2/15/2019	Intro to Risk Management and Insurance	7 PC
2/15/2019	Fundamentals of Construction Risk Management and Insurance	6 PC / 6 A
2/15/2019	ACA, Small Businesses, Shops	4 G
	Health Savings Account	3 G
	How to Structure and Annuity Contract	4 G
	Retirement Planning Strategies	6 G
	Social Security Disability Planning	3 G
3/7/2019	Cyber Liability Coverages and Experience	1 PC
4/4/2019	Professional Liability Insurance	2 PC or 2 A
	CPCU Code of Professional Conduct	1 Ethic
	Certificates of Insurance	1 PC or 1 A
	Contractors Insurance--All Lines	2 PC or 2 A
4/5/2019	Outlook on the Property/Casualty Industry	1 PC or 1 A
*Exclusive to PIIC and their General Agents	Reinsurance 101-An Intro to Reinsurance	1 PC or 1 A
	Weathering the Retirement Storm-How to Effectively Manage the Underwriting Cycle	1 PC or 1 L
	Claims Excellence: Evolve Beyond Auditing	1 A
	Emerging Issues: Resource Scarcity, Weather & Climate	1 PC
	Wildfires in the Western United States: Is This the New Normal?	1 PC
	Claims Management: The Next Generation	1 A
	Reinsurance 102-Common Treaty Reinsurance Terms and Conditions	1 PC or 1 L or 1 H
	Emerging Insights and Fraud Trends	1 PC or 1 L or 1 A
	Using Protective Analytics to Enhance a Fraud Detection Program	1 PC or 1 L or 1 A
	How to Win in Today's US Commercial Lines Market	1 PC
	The Digital Evolution of Property/Casualty Claims	1 PC or 1 A
	Understanding the Unique Aspects of Cyber Insurance Claims	1 PC or 1 A
	Keeping an Eye on the Road Ahead: Emerging Risks	1 PC or 1 A

Using Artificial Intelligence in Underwriting: A Practical Guide	1 PC or 1 A
Avoiding the Depreciation of the Labor Litigation Trap	1 PC or 1 A
Cyber Outlook: Commercial Lines	1 PC or 1 A
Attacking the Emerging Risks within Your Book of Business	1 PC or 1 G
EPLI Market Outlook: Opportunities, Threats, and Exposures	1 PC or 1 G
Cyber Outlook: Personal Lines	1 PC or 1 A
Cyber Outlook: Farm	1 PC or 1 A
3D Printing and Disruptive Technology-Are You Ready?	1 PC or 1 A
Using Drones and Image Analytics for Claims	1 PC or 1 A
Personal Lines Coverage Gaps Created by Motorized Vehicles	1 PC or 1 A
Contractors E&O: Opportunities, Threats, and Exposure	1 PC or 1 A
Key Topics and Current Trends in Commercial and Non-Standard Auto	1 PC or 1 A
The Claims Analytics Advantage	1 A
Building Successful Collaboration Between Insurance Marketing & Underwriting	1 PC or 1 A
The Cost of Distracted Driving and What Can Be Done to Address the Problem	1 PC or 1 A
Claims Foundations   The Role of the Adjuster	1 PC or 1 A
Claims Foundations   Investigation Techniques	1 A
Know Your Driver: Commercial Auto Lessons Learned	1 PC or 1 A
A Pragmatic Look at Emerging Technological Trends and the Impact on Underwriting	1 PC
Claims-Straight Through Processing the Digital Impact	1 A
The Service Economy: Trends in Professional and Liability Coverage and Exposures	1 PC
Flood: Turning Risk into an Opportunity	1 PC
Claims Foundation   Investigative Tools	1 A
Emerging Tech in Personal Lines: Implications for Customers, Risks, and Operations	1 PC or 1 L
Using Predictive Analytics Underwriting Models	1 PC or 1 L
Claims Foundation   Coverage Analysis	1 PC or 1 A
Emerging Risks in Equipment Breakdown	1 PC
Underwriting Analytics and Keys to Success	1 PC
Claims Foundation   Combatting Insurance Fraud	1 A
How to Protect Your Company from Class Action Regulatory Risk	1 PC or 1 L or 1 A
Using IoT to Reduce Risk	1 PC or 1 L or 1 A
Successfully Utilizing Data, Insurtech Solutions and Artificial Intelligence to Improve Claims Handling Performance	1 A
Technology and the Law-Emerging Technology Trends and Potential Commercial Liability	1 PC or 1 A
Technology and the Law-Emerging Technology Trends and Potential Personal Liability	1 PC or 1 A
Claims Foundation   Loss Cost Recovery	1 A
Claims Foundation   Litigation Management	1 A
Equipment Breakdown in the Modern World	1 PC or 1 A
Cyber, EPL and Menacing Small Business Liabilities	1 PC or 1 A
Claims Foundations   Reserving	1 A
Putting the Policyholder in the Driver's Seat for Claims Payments	1 PC or 1 A
Improving Selection to Accelerate Commercial Auto Profitability	1 PC or 1 A

	Claims Foundation   Negotiating	1 A
	Claims Foundation   Improving Outcomes	1 A
4/15/2019	Level I-Basic Intro	22 PC or 22 A and 2 E
	Level II-Intermediate (underwriter, acct manager; 1-6 years experience)	38 PC or 38 A and 2 E
	Level III-Advanced (5+ years experience)	24 PC or 24 A
5/31/2019	ACI-NA Business of Airports Conference	17 PC
8/12/2019	Opening General Session - How Go-Getters Get Better	1.5
	When Words Collide: Resolving Insurance Coverage and Claims Disputes - Workshop	1
	Duty and the Beasts: an Examination of Animal Law - Workshop	1
	At the Intersection of Insurance and Technology - Panel Discussion	1
	Emotional Intelligence: Turbocharge Your Career - Workshop	1
	The Gig Economy: Revolutionizing Insurance Staffing - Roundtable	1
	When Ethics Comes Marching In - Panel Discussion	3
	Using Technology to Build a Client Experience 2.0 - Panel Discussion	1
	Back to the Future: Today's Successful Agent - Panel Discussion	1
	Is This the End of Insurance as We Know It? - Idea Accelerator	1
	A Better Tomorrow: Where CPCU Society Leadership Can take You - Roundtable	1
	Saints or Sinners: Challenges and Ethical Implications of Insuring Risky Businesses - Roundtable	1
	Captive Insurers: Providing Expanded Coverages Through Innovation - Panel Discussion	1
	General Session: Risk: From the Enlightenment of the Digital Age	1.5
	Going Beyond Your Day Job to Attract Future Leaders - Roundtable	1
	How Soft Skills Can Defeat the Robots That Want Your Job - Workshop	1
	No More Guesswork: Cyber Modeling Quantifies Risk - Panel Discussion	1
	Rebounding From Disaster With Parametric Solutions - Panel Discussion	1
	From Panic to Purpose: Responding to Changes in Your Career - Workshop	1
	Flying Cars: Are You Ready...or Flying Blind? - Workshop	1
	Privacy: Protecting Information Gets Personal - Panel Discussion	1
	Mock Trial: The Case of the Uneighborly Neighbors - Panel Discussion	2.5
	Timing is Everything:Using the Seasons to Reach Your Goals - Panel Discussion	1
	Claims Revolution! - Workshop	1
	Opioids Are the New Heroin: Addressing the Epidemic - Workshop	1
	Hemp Growth and Production: Budding Risk Exposures - Panel Discussion	1
	Ctrl-Alt-Delete: Tracking Tomorrow's Data and Technology Challenges - Workshop	1
	Game On: New Orleans 2019 Edition - Panel Discussion	2.5
	Building Code Awareness Project: No Code, No Confidence - Panel Discussion	1
	Beyond the NFIP: Private Flood Insurance Coverage Today - Workshop	1
	Cyber Systems Coverage: A Case Study - Workshop	1
	Closing General Session!Storytelling for Success	1.5

8/15/2019	Agency Operations	7PC/7A 1E
	Commercial Casualty I	8PC/8A
	Commercial Casualty II	8PC/8A
	Commercial Property	8PC/8A
	Elements of Risk Management	8PC/8A
	Life & Health Essentials	8PC/8A
	Personal Auto	8PC/8A
	Personal Residential	8PC/8A
	Personal Lines Miscellaneous	8PC/8A
	Property and Casualty Insurance Essentials	12PC/12A 2 Ethics
	Understanding Personal Auto Insurance	12PC/12A
	Fundamentals of Estate Planning	12LH/8G
	Life and Health Insurance Essentials	12LH / 2 Ethics
	Senior Needs Planning	12LH/8G
8/21/2019	Ethical Guidelines for CPCU	3
	Ethical Decision making in Risk and Insurance	3
8/30/2019	The ABC's of Financial Reporting & Analysis For Property/Casualty Insurers and Reinsurers	13.5
10/10/2019	Deep Dialogue:"Future of the Industry Outside Insights"	1
	2020 and Beyond - Overcoming Challenges and Shaping the Future of (Re)insurance	2
	The Role of (Re)insurance in making the world more resilient	0.5
	Reshuffling the Industry - How Insurers, Brokers and Reinsurers see each others' Future Roles	1
11/13/2019	Medicare Coordination with Employer Health Plans	2L / 2H
	Medicare Advantage Plans & Supplemental Benefits	2L / 2H
	Homeowners Insurance: Factors Impacting Premiums	1PC
	Personal Auto Insurance: How Premiums are Determined	1PC
1/3/2020	Getting to Yes on Your Commercial Lines Submission	5 G
1/3/2020	Practice of Risk Management	16PC
	Analysis of Risk	16PC
	Control of Risk	16PC or 16A
	Financing of Risk	16G
	Principles of Risk Management	16G
	Agency Management Institute	13G and 3E
	Commercial Casualty	16PC or 16A
	Commercial Multiline Institute	16PC or 16A

	Commercial Property	16PC or 16A
	Insurance Company Operations Institute	8G and 8PC or 8A
	Life and Health Institute	8L and 8H
	Personal Lines Institute	16PC or 16A
	Personal Client Risk Management	16G
	Winning the Business	16G
	Practical Application of Personal Risk Management	16G
	Evaluating and Protecting the Lifestyle	16PC or 16G
	Understanding Coverage Differences	16PC or 16A
	Administering School Risks	8PC or 8A
	Fundamentals of Risk Management	8PC or 8A
	Measuring School Risks	8PC or 8G
	Funding School Risks	8PC or 8G
	Handling School Risks	8G
	Intro to Property and Casualty Insurance	3PC or 3A
	Intro to Commercial Miscellaneous Exposures and Coverages	3PC or 3A
	Intro to Life and Health Insurance	3L or 3H
	Intro to Commercial Property Insurance	3PC or 3A
	Intro to Personal Auto Insurance	3PC or 3A
	Intro to Commercial Casualty	3PC or 3A
	Intro to Personal Residential Property	3PC or 3A
	Intro to Employee Benefits – Retirement Plans	3L or 3G
	Intro to Employee Benefits – An Overview	3L or 3G
	Intro to Employee Benefits – Health Care	3L or 3G
1/3/2020	Medicare Coordination with Employer Health Plans	4L or 4H
	Medicare Advantage Plans & Supplemental Benefits	2L or 2H
	Homeowners Insurance: Factors Impacting Premiums	1PC
	Personal Auto Insurance: How Premiums are Determined	1PC
1/10/2020	Cyber Risk Management and Liability at Airports	1.5PC
	PFAS	1PC
	Drones	1PC
	Autonomous Vehicles	1PC
	Usage Guidelines of Marijuana in the workplace	1PC
	Construction Risk Update – New Risks	1PC
	Airport Roundtable	1PC
	Aviation Liability and Market Updates	1.5PC
	(OCIP) Owner Control Insurance Program	1.5PC
	(CCIP) Contractor Controlled Insurance Program	1PC
	Challenges in Risk in Managing Contracts	1PC

	Contractual Risk Transfer	
	Claims, Liability and Safety related to Aging Airport Infrastructure	1PC
	Technologies to Capture and Manage Risk Data	1PC
	General Session – Keynote Speaker	1PC
	Professional Liability for Construction Projects	1PC
	The Graying of America’s Travelers, and the Effect on Airport Claims	1PC
	Impact and Liability of Weather Events	1PC
	Strategic Risk Planning: Practical Applications of ERM/SMS at Airports	1.5PC
2/10/2020	Case Law & Insurance Contracts	4 PC / 4 A
	Critical Illness & Disability Planning	3 H
	E&O Review & Case Studies	6 PC / 6 H / 6 A
	Errors & Omissions Insurance	3 PC / 3 H / 3 A
	Ethical Challenges & Consequences	3 E
	Ethical Conduct & Suitability	3 E
	Ethics & Unfair Trade Practices	3 E
	Ethics & Your Insurance Career	3 E
	Ethings in the Insurance Industry	3 E
	Family Insurance Needs Workshop	6 G
	Fundamentals of Farm & Crop Insurance	3 PC / 3 A
	Fundamentals of FEMA Flood Insurance	3 PC / 3 A
	Fundamentals of Long-Term Care Insurance	8
	Fundamentals of Personal Lines	6 PC / 6 A
	Fundamentals of Social Security & Medicare	4 PC / 4 H
	Identity Theft	4 PC / 4 A
	Insurance Contracts & Liability	4 PC / 4 A
	Insurance Home-Based Businesses	3 PC / 3 A
	Issues in E-Commerce Liability	3 PC / 3 A
	Reinsurance	3 PC / 3 H / 3 A
	The Regulation of Insurance Producers	3 PC / 3 H / 3 A
	Today's New Insurance Risks	3 PC / 3 H / 3 A
	Understanding Homeowners Policy Endorsement	3 PC / 3 A
	Understanding Disability Income Insurance	1 H
	Understanding Insurance Fraud	3 PC / 3 L / 3H / 3 A
	Understanding Insurance Principles	3 PC / 3 A
	Understanding Long-Term Care Insurance	3 H
	Understanding Loss Prevention	1 PC
	Understanding Medicare Supplements	3 H / 3 A
	Understanding Mold & Water Damage	2 PC / 2 A
	Understanding Social Security	3 PC / 3 A
	Understanding the Businessowners Policy	3 PC / 3 A

	Understanding the Homeowners Policy	3 PC / 3 A
	Understanding the Personal Auto Policy	3 PC / 3 A
	Understanding the Personal Umbrella Policy	3 PC / 3 A
2/14/2020	Advanced Topics in Group Benefits	8 LH
2/26/2020	How Commercial Crime Coverage Protect A Business	6 PC / 6 A
7/1/2020	Solving the Named Insured Puzzle in Commercial Lines Policies	6G/ 6PC/ 6A
2/4/2021	Good Faith Claims, Bad Faith Claims: What Adjusters Should Know	3 E & 1PC or 1A
	Fleet Safety: Why It Is Critical to Risk Management	4PC or 4A
3/4/2021	Using the Risk Management Approach for Personal Line Account	6PC or 6A
	Risk Management: Why and How	3PC or 3A
4/9/2021	The MCS-90 Endorsement	4PC or 4A
6/11/2021	20 Key Questions to Ask When Writing Personal Auto Insurance	4PC
	Working From Home: Exposures and Coverage	4PC
6/21/2021	Ethical Decision Making in Risk and Insurance	4E
	Ethical Guidelines for CPCU	6E
	Managing Cyber Risk	7PC
	Cyber Risk Fundamentals	3PC
	AU 60-Evaluating Commercial Underwriting Risks	8PC
	AIC 31-Property Claims Practices	13PC
	AIC 32-Liability Claims Practices	13PC
	AIC 39-Auto Claims Practices	16PC
	AIC 44-Workers Compensation Claims Practices	16PC
	ARM 400-Risk in an Evolving World	11PC
	ARM 401-Holistically Assessing Risk	14PC
	ARM 402-Successfully Treating Risk	12PC
	AIDA 181-Big Data Analytics for Risk and Insurance	8PC
	AIDA 182-Risk and Insurance Analysis Techniques	8PC
	CPCU 410-Speaking the Insurance Language	15PC
	CPCU 500-Managing Evolving Risks	13PC
	CPCU 520-Connecting the Business of Insurance Operations	15PC
	CPCU 530-Navigating the Legal Landscape of Insurance	23PC
	CPCU 540-Impacting the Bottom Line of Insurance Financials	10PC
	CPCU 551-Addressing Commercial Property Risk	17PC



CPCU 552-Addressing Commercial Liability Risk	17PC
CPCU 553-Understanding Personal Insurance and Finance	12PC
CPCU 555-Developing Personal Insurance Solutions	11PC
CPCU 556-Planning Personal Financial Strategies	9PC
CPCU 557-Understanding Commercial Risk	14PC
AFSB 151-Understanding Surety Bond Basics	9PC
AFSB 153-Mastering Commercial Surety Bonding & Crime Insurance	14PC
AIT 24-General Insurance for IT and Support Professionals	13PC
PRC 110-Insurance Foundations for Agents and Brokers	3PC
PRC 111-Recommendng Coverage Solutions	3PC