Insurance Industry Certificate

Be part of an industry that touches every aspect of modern life!

- Protecting people from the unknown – in health and life to automobile and property.
- Protecting businesses - from disasters, litigation, losses and other events that can quickly cripple them should they occur.
- Start or advance a career in the worldwide multi-billion dollar insurance industry – a safe bet for job growth, job security and upward mobility.
- Earn industry certifications through The Institutes and advance your career!

Careers:

- Adjusters, appraisers and investigators
- Analysts and underwriters
- Brokers and sales agents
- Claims and policy processing clerks
- Managers and attorneys
- Policy issue and financial clerks
- Raters

Earnings: 2010 Median Annual Pay

- Financial, claims and processing clerks: $34k
- Brokers and agents: $47k
- Claims adjusters: $58k
- Underwriters: $59k
- Managers: $104k

US Department of Labor, bureau of Labor Statistics

Who Should Attend?

Professionals in the insurance industry who want to increase their knowledge and gain recognized certifications through The Institutes

Career changers and liberal arts graduates looking for in-demand job occupations

High school graduates seeking a postsecondary training option that can lead to an associate degree

Ask about job training funds to help pay for this training

For more information please contact:
Great Bay Community College
Business & Training Center
(603) 427-7651
greatbaybtc@ccsnh.edu
NCBU 120G Introduction to Property & Casualty Insurance
See how insurance works as both a vital business and a contract for protecting individuals, families and businesses against the financial consequences of accidental loss. Learn about property-casualty insurance principles and coverages, claims, and how premiums are determined.

NCBU 121G Ethics Guidelines for Insurance Professionals
Ethical behavior is crucial to preserving not only the trust on which insurance transactions are based, but also the public’s trust in the industry as a whole. The focus is on the high ethical standards of the industry, includes ethical dilemmas and decision-making tools, and incorporates case studies in the curriculum.

Associate* in General Insurance:
NCBU 124G Property and Liability Insurance Principles
Learn the basic principles of insurance through an overview of the nature and operation of the insurance business and introduction to insurance companies. Topics include: measuring the financial performance of insurers, marketing, underwriting, claims, insurance contracts, property loss exposures and policy provisions, liability loss exposures and policy provisions, and risk management.

NCBU 122G Personal Insurance
Who needs insurance and why? Learn about personal loss exposures and personal insurance coverages including automobile, homeowners and other residential coverages, personal liability, life, health and financial planning.

NCBU 123G Commercial Insurance
Learn about commercial loss exposures, coverages, including commercial property, business income, inland and ocean marine, commercial auto, commercial general liability, workers compensation and employers’ liability, business owners and miscellaneous coverages.

Associate* in Commercial Underwriting:
NCBU 160G Commercial Underwriting
Underwriting principles and practices: The fundamentals of underwriting, regulation, understanding financial statements, pricing, and communication and negotiation for underwriters.

NCBU 161G Underwriting Commercial Property
Learn commercial property underwriting techniques: Evaluating construction, occupancy, protection and external exposures. Underwriting fire and other direct causes of loss. Underwriting business income.

NCBU 162G Underwriting Commercial Liability
Understand how to write liability exposures: The foundations of liability underwriting, general liability of premises and operations, productions and completed operations as well as business auto, garage, workers compensation and professional liability.

NCBU 163G Strategic Underwriting Techniques
Learn how to execute profitable strategic underwriting by developing competitive underwriting strategies, managing underwriting profitability, underwriting large accounts, utilizing loss-sensitive plans for large accounts and using reinsurance in commercial underwriting.

*Designations and Curriculum provided by The Institutes, a leader in training and certification for the risk management and property casualty industry. www.aicpcu.org

Course Schedule

<table>
<thead>
<tr>
<th>CRN</th>
<th>COURSE #</th>
<th>TITLE</th>
<th>DATES</th>
<th>DAYS</th>
<th>TIMES</th>
<th>TUITION</th>
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<tbody>
<tr>
<td>30441</td>
<td>NCBU 120G</td>
<td>Intro to Property &amp; Casualty Insurance</td>
<td>6/7 – 7/5</td>
<td>Tues</td>
<td>9:00am –12:00pm</td>
<td>$399</td>
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<td>30442</td>
<td>NCBU 121G</td>
<td>Ethics for Insurance Professionals</td>
<td>7/12 – 7/19</td>
<td>Tues</td>
<td>9:00am –12:00pm</td>
<td>$199</td>
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<td>30443</td>
<td>NCBU 124G</td>
<td>Property &amp; Liability Insurance Principles</td>
<td>7/26 – 9/20</td>
<td>Tues</td>
<td>9:00am –12:00pm</td>
<td>$649</td>
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<td>30444</td>
<td>NCBU 163G</td>
<td>Strategic Underwriting Techniques</td>
<td>7/12 – 8/30</td>
<td>Tues</td>
<td>1:00 – 4:00pm</td>
<td>$599</td>
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