

CPCU

Chartered Property Casualty Underwriter Professional Designation

In-Depth Risk Management and Insurance Knowledge. Real-World Application.

Built on a foundation of ethical standards, the CPCU designation program delivers broad and in-depth knowledge of risk management and property-casualty insurance. In addition to gaining a solid understanding of risk management principles, insurance coverages, and insurance operations, you will also learn about the functional areas of accounting, finance, and law and how they apply to risk management and insurance. Earning the CPCU designation will prepare you to meet the changes and challenges of a demanding global marketplace with confidence and professionalism. The CPCU program is:

In-Depth. You will gain a strong foundation in risk management and property-casualty insurance principles and concepts. You will know the “why” of risk management and insurance, not just the “how.”

Practical. You will possess the real-world skills you need to be a leader in the highly competitive and complex property-casualty insurance industry.

Relevant. The CPCU curriculum focuses on the essential knowledge you need to face challenges with confidence.

CPCU Helps You Succeed.

With the CPCU program you will:

- Gain practical skills that you may apply immediately to your daily work
- Learn how to adapt those skills to meet changing needs
- Develop perceptive, incisive judgment
- Enhance your career opportunities
- Earn college or state continuing education credits

Program Structure

The CPCU program comprises eleven courses. You must pass eight courses to earn the CPCU designation. All candidates must complete the five foundation courses. In addition, you select either the commercial or personal insurance concentration and complete the three courses in the concentration of your choosing. (You may not combine courses from both concentrations.) In addition to the successful completion of eight courses, the CPCU program has an ethics requirement and an experience requirement. For more information, log on to our Web site (www.aicpcu.org) or call the Customer Support Department.

What You Will Learn.

Foundation Courses:

CPCU 510—Foundations of Risk Management, Insurance, and Professionalism. Learn about professional ethics, risk management, financial services and insurance markets, the insurance mechanism, insurable risks, the legal environment of insurance, the insurance policy, insurance policy analysis, and amounts payable.

CPCU 520—Insurance Operations, Regulation, and Statutory Accounting. Learn about insurance operations, regulation of insurance, and insurance marketing, underwriting, ratemaking, claim adjusting, reinsurance, financial statements, financial management, business strategy, and global operations.

CPCU 530—The Legal Environment of Insurance. Learn about U.S. law and insurance regulation, international law, business entities, and contracts, including insurance contract law, commercial law, property law, tort law, agency law, and employment law as they apply to risk management and insurance.

CPCU 540—Finance for Risk Management and Insurance Professionals. Learn about the basics of corporate finance, including financial statements, working capital management, discounted cash flow valuation, bonds and stocks, insurer investment strategies, insurer income and dividend policy, capital structure of insurers, and mergers and acquisitions.

CPCU 560—Financial Services Institutions. Learn about financial markets and institutions; topics include the Federal Reserve, money markets, bond markets, stock markets, derivative securities markets, investment institutions, regulation, insurance companies, mutual funds, pension funds, and types of risks.

Commercial Concentration:

CPCU 551—Commercial Property Risk Management and Insurance. Learn about commercial property risk management and insurance, including a variety of commercial property loss exposures and the insurance coverages and noninsurance techniques used to manage them.

CPCU 552—Commercial Liability Risk Management and Insurance. Learn about commercial liability risk management and insurance, including a variety of commercial liability loss exposures and the insurance coverages and noninsurance techniques used to manage them.

CPCU 553—Survey of Personal Risk Management, Insurance, and Financial Planning. Learn about personal risk management and personal insurance, including property-liability and life and health insurance and financial planning for individuals and families.

Personal Concentration:

CPCU 555—Personal Risk Management and Property-Liability Insurance. Learn about personal risk management and personal insurance, including insurance and noninsurance techniques to manage the loss exposures of individuals and families, personal insurance products and issues, product development, product pricing, and insurer profitability.

CPCU 556—Personal Financial Planning. Study a wide range of financial planning topics and learn techniques appropriate for individuals and families, including investment techniques and principles and how they are applied in the personal financial planning field.

CPCU 557—Survey of Commercial Risk Management and Insurance. Learn about commercial risk management and insurance, including commercial property and liability loss exposures and the insurance coverages and noninsurance techniques used to manage them.

For a complete list of all course topics, please visit our Web site or consult our current catalog.

Get Started Today!

Start with our free educational advising. Log on to our Web site, www.aicpcu.org, and click the “Free educational advising” link under Get Started on the home page. The online advising program helps you evaluate potential areas of interest and select the appropriate courses. And My Progress Tracker, formerly the Web Student Advisor, shows you how your CPCU and IIA exam credits apply to Institutes’ programs.

Choose a study method. Most students choose self-study, but instructor-led *Institute Online* classes are available for CPCU, AIC, and INS programs. In addition, course sponsors hold public classes for certain Institute programs at various locations. Use the Public Class List on our Web site, or call the Customer Support Department.

Read our booklet *How To Pass Institute Exams!*

It provides tips to help you study and prepare for Institute exams. Click “Get Started” on our home page and download a free copy, or call the Customer Support Department.

Talk with your employer. Most employers offer financial support to help you reach your professional and personal goals with CPCU courses. Ask your supervisor about your company’s education policies and procedures.

Order study materials. Order study materials at our Web site or call the Customer Support Department, which is open Monday through Friday from 8 AM to 6 PM eastern time. We accept American Express, Diners Club, Discover, MasterCard, or Visa. To pay by check, download an order form from our Web site. For additional information, call the Customer Support Department.

Register for your exam. You will receive registration information with your study materials. Be sure to register early. If you have questions, contact the Customer Support Department.

Exam Schedule. You may take Institute exams in one of four testing windows: January 15–March 15, April 15–June 15, July 15–September 15, and October 15–December 15. Log on to www.aicpcu.org for details.

Questions? For more information about a specific program, waivers for advanced degrees or designations, exam fees and procedures, or other matters, log on to our Web site or call the Customer Support Department. Remember to request your free copy of our catalog, which explains everything you need to know about studying with us.

You want to succeed. We will help you. The Institutes’ programs provide you with the in-depth, practical knowledge you need to succeed.

Equivalency Chart

Existing Credit	Earns Credit in CPCU
CPCU Exams Passed	
CPCU 1	CPCU 510
CPCU 2	CPCU 553 or 555*
CPCU 3	CPCU 551
CPCU 4	CPCU 552
CPCU 5	CPCU 520
CPCU 6	CPCU 530
CPCU 7 or 9	CPCU 560
CPCU 8	CPCU 540
CPCU 551 and 552	CPCU 557
CPCU 555 and 556	CPCU 553
IIA Programs Completed	
AAI	CPCU 557
API	CPCU 555
Certificate in General Insurance	CPCU 553 or 557*
Advanced Degrees/Professional Designations	
CLU, ChFC, CFP, CEBS, and LUTCF	CPCU 556
FLMI, FFSI	CPCU 560
WCP	CPCU 520
MBA (or similar), ACAS, or FCAS	CPCU 540
Law Degree	CPCU 530
ACII (UK)	CPCU 530, 540, & 560
AIC or CIP, IIC (Canada)	CPCU 530, 540, & 560
Non-Life Fellow, III (India)	CPCU 530, 540, & 560
IIA Programs (for candidates who matriculated into CPCU by June 1992 and completed one of the following IIA programs by December 15, 2002)	
AIC	CPCU 530
AIM (if earned with AIM 41, 42, 43, 44)	CPCU 560
ARM	CPCU 510
AU (if earned with AU 61 & 62, plus any pair of 63 & 64, 63 & 65, 64 & 66, 65 & 66)	CPCU 520
AAI	CPCU 551 or 557*
AIAF	CPCU 540

Note: Waivers for the 5-part CPCU curriculum (1945–1975) also apply. Call the Customer Support Department for details.

* This credit will be automatically applied to either concentration you choose. You may not combine courses from both concentrations.

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IIA together.

EDUCATION • RESEARCH • ETHICS