Glossary of Professional Insurance & Benefits Management Designations

Distinguish yourself with a designation after your name.

There's nothing like knowledge for keeping you at the top of your game - and your industry. And what better way to gain - and flaunt - that knowledge than by adding a prestigious designation or two to your name? Don't let a busy schedule stop you: The following online and self-study courses let you work at your own pace. The time you invest will pay off in new knowledge and skills, as well as in increased professional confidence and credibility. Not to mention those impressive letters after your name.

AAI (Accredited Advisor in Insurance)
The three-course AAI program is designed to acquaint insurance professionals with the coverages that generate the majority of most agencies' premium volume. It addresses technical knowledge of insurance products (coverage provisions), market knowledge of those who buy insurance (client needs), and how to manage the producer's office operations to facilitate sales and improve agency profitability.
Sponsor: Insurance Institute of America, www.aicpcu.org

AAPA (Associate, Annuity Products & Administration)
The AAPA program is a complete, in-depth education program about annuities. It offers a thorough background for those who work in all areas of annuities, including product development, marketing and sales, administration, customer service, information systems, investments, accounting, legal compliance, and taxation.
Sponsor: Life Office Management Association (LOMA), www.loma.org

ACAS (Associate, Casualty Actuary Society)
No person is authorized to use this designation until such use has been approved by action of the Casualty Actuarial Society.
Sponsor: Casualty Actuarial Society, www.casact.org

ACLA (Automobile Claim Law Associate)
The ACLA program requires the completion of the legal-principles and automobile programs.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

ACLS (Automobile Claim Law Specialist)
The ACLS program requires the completion of the automobile program.

Sponsor: American Educational Institute, www.aeiclaimslaw.com

ACS (Associate in Customer Service)
The ACS program was designed to meet the specific customer-service education needs of insurance-industry employees. Sponsor: Life Office Management Association (LOMA), www.loma.org

AFSB (Associate in Fidelity & Surety Bonding)
The five-course AFSB program is designed to provide 1) a thorough understanding of the relationship between fidelity and surety bonding and the rest of the property and liability insurance business, 2) a strong background in accounting and financial analysis, as well as in legal principles as they relate to fidelity and surety bonding, and 3) the ability to analyze various types of fidelity and surety bonds and contracts.
Sponsor: Insurance Institute of America, www.aicpcu.org

AIAA (Associate, Insurance Agency Administration)
The AIAA program offers the knowledge and tools needed to service clients effectively and keep an insurance-agency office running smoothly, efficiently, and economically.
Sponsor: Life Office Management Association (LOMA), www.loma.org

AIAF (Associate, Insurance Accounting and Finance)
The AIAF program provides a broad view of the accounting and financial operations of life and health insurers. The life/health track of the AIAF program consists of three LOMA courses and two IIA courses.
Co-Sponsors: Life Office Management Association (LOMA), www.loma.org, and Insurance Institute of America, www.aicpcu.org

AIC (Associate in Claims)
This four-course program deals with determination of coverage, liability, and damages in workers' compensation, property, and liability claims; human relations; and bad-faith issues.
Sponsor: Insurance Institute of America, www.aicpcu.org

AIM (Associate in Management)
The three-course AIM program concentrates on management principles, human-resource management, human behavior in organizations, decision-making processes, managerial problems that get in the way of achieving organization goals, and effective leadership in a variety of organizational roles. Insurance-related cases enable students to develop or enhance management problem-solving and decision-making skills.
Sponsor: Insurance Institute of America, www.aicpcu.org

AIRC (Associate, Insurance Regulatory Compliance)
The AIRC program provides a comprehensive knowledge base for the complex issues surrounding state and federal regulation of the life- and health-insurance industry.
Sponsor: Life Office Management Association (LOMA), www.loma.org

AIS (Associate in Insurance Services)
Earning the AIS designation involves passing the three exams in the IIA Program in General Insurance and the AIS 25-Delivering Insurance Services exam. (People who have passed the CPCU 1, 2, 3, and 4 exams, or who hold the AAI, AFSB, AIC, AMIM, APA, API, ARe, ARM, ASLI, or AU designation need to pass only the AIS 25 exam.) Delivering Insurance Services is a nine-assignment course.
Sponsor: Insurance Institute of America, www.aicpcu.org

AIT (Associate in Information Technology)
The three-course AIT program is designed to help you increase the efficiency of information access and the effectiveness of information use. It will help you as a user or provider of information services, but it will not qualify you as a programmer or systems analyst or prepare you for a technical position in an information-technology department.
Sponsor: Insurance Institute of America, www.aicpcu.org

AMIM (Associate in Marine Insurance Management
This six-course program is designed for anyone whose job duties or professional interests involve inland or ocean marine insurance, including agents, brokers, underwriters, adjusters, risk managers, and loss-control personnel. Its purpose is to enable students to 1) attain professional competence in handling inland and ocean marine insurance, 2) acquire general knowledge of the property and liability insurance business, and 3) study topics of particular interest to the student.
Sponsor: Insurance Institute of America, www.aicpcu.org

APA (Associate in Premium Auditing)
The four-course APA program enables professionals to perform premium audits in an organized and professional manner. It is recommended for insurance-premium auditors who want to increase their knowledge of liability-insurance contracts, auditing procedures appropriate to a variety of complex situations, principles of insurance accounting, and the relationship of the premium audit function to other insurance operations.
Sponsor: Insurance Institute of America, www.aicpcu.org

API (Associate in Personal Insurance)
The four-course API program provides a thorough understanding of the insurance coverages, personal-insurance underwriting and marketing practices, and the personal-insurance environment. It is designed for personal-insurance specialists who have basic insurance

knowledge and are working as underwriters, CSRs, or producers, or in other positions in a personal-lines environment.
Sponsor: Insurance Institute of America, www.aicpcu.org

ARA (Associate in Reinsurance Administration)
Developed in conjunction with LOMA's Reinsurance Administration Professionals Committee (RAPC), the ARA program is designed to describe reinsurance principles; the importance of the treaty in reinsurance; the development, administration, and auditing of reinsurance products; and the importance of reinsurance to the insurance industry. This program is appropriate for everyone in the insurance industry who works in or with ceding companies or assuming companies.
Sponsor: Insurance Institute of America, www.aicpcu.org

ARe (Associate in Reinsurance)
The four-course ARe program is designed to give insurance and reinsurance professionals a thorough understanding of the relationship between reinsurance and insurance, an in-depth understanding of the reinsurance business and the types and structure of reinsurance, and familiarity with primary insurance company exposures and coverages. Included is an intensive study of loss reserving, reinsurance audits, statutory accounting, financial analysis, reinsurance program design, and reinsurance contract wording and pricing.
Sponsor: Insurance Institute of America, www.aicpcu.org

ARM (Associate in Risk Management)
The three-course ARM program deals with identification and evaluation of exposures to both accidental losses and business risks, analysis of risk control and financing techniques for each exposure, selection of the most effective risk-management alternative, and ways to implement and monitor selected risk-control and risk-financing techniques. The purpose of the ARM program is to enable completers to apply a risk-management decision-making process to any organization's exposures to accidental and business losses.
Sponsor: Insurance Institute of America, www.aicpcu.org

ARP (Associate in Research and Planning)
The ARP program is designed to provide the essential analytical skills needed to anticipate change, evaluate its impact, and develop a well-planned response for your organization. The life/health track of the ARP program consists of four LOMA courses and two IIA courses.
Co-Sponsors: Life Office Management Association (LOMA), www.loma.org, and Insurance Institute of America (IIA), www.aicpcu.org

ASLI (Associate in Surplus Lines Insurance)
This four-course program provides (1) an understanding of the purpose and nature of the surplus-lines market, (2) detailed knowledge of the elements that constitute the market, (3) a fundamental sense of the role of regulation in the surplus-lines business, and (4) a familiarity with surplus-

lines principles, practices, and issues.
Sponsor: Insurance Institute of America, www.aicpcu.org

AU (Associate in Underwriting)
The AU program deals with underwriting decision-making on individual risks and on a book of business. Those who complete the AU program should be able to demonstrate their professional competence by applying underwriting principles, including exposure identification, coverage knowledge, key underwriting considerations, and loss-control techniques.
Sponsor: Insurance Institute of America, www.aicpcu.org

CCLA (Casualty Claim Law Associate)
The CCLA designation requires completion of the legal principles and liability programs.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

CCLS (Casualty Claim Law Specialist)
The CCLS designation is awarded on the completion of the liability program.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

CEBS (Certified Employee Benefits Specialist)
The ten-course CEBS program offers in-depth treatment of managed-care health plans, preventive-care initiatives, wellness programs, participant-directed investments, plan administration, outsourcing, communication technologies, as well as recent legislative developments such as healthcare portability and pension simplification. Insurance professionals can earn recognition in two specialty areas while pursuing the CEBS designation. By passing three exams in group benefits or retirement plans, they can receive a Recognition of Academic Achievement.
Sponsor: International Foundation of Employee Benefit Plans, www.ifebp

CFP (Certified Financial Planner)
Professionals can take the five-course CFP educational curriculum within the ChFC program and qualify to sit for the CFP certification examination. The five CFP courses cover more than 100 topics and are divided into six major subjects: the process of financial planning, insurance planning, investment planning, income-tax planning, retirement planning and employee benefits, and estate planning.
Sponsor: The American College, www.amercoll.edu

ChFC (Chartered Financial Consultant)
The eight-course ChFC program consists of five core courses and three electives. Persons who hold a CLU designation need only complete the three elective courses.
Sponsor: The American College, www.amercoll.edu

CIC (Certified Insurance Counselor)
The CIC program is first and foremost a continuing-education program. Besides the five examinations required to attain the designation, members must attend a James K. Ruble seminar, Dynamics of Selling program, Dynamic of Sales Management program, Certified Risk Management course, or one of the five standard CIC institutes each year.
Sponsor: The National Alliance for Insurance Education & Research, www.scic.com

CISR (Certified Insurance Service Representative)
The CISR program is first and foremost a practical program, stressing methods to minimize E&O claim possibilities and the understanding and analysis of risks and exposures. It consists of five one-day courses, including agency operations, insuring personal residential property, insuring personal auto exposures, insuring personal casualty exposures, and insuring commercial property.
Sponsor: The National Alliance for Insurance Education & Research, www.scic.com

CLF (Chartered Leadership Fellow)
The CLF program was the first managerial leadership designation created specifically for financial-services professionals. It blends classroom skills training with a proven distance-education self-study approach.
Sponsor: The American College, www.amercoll.edu

CLU (Chartered Life Underwriter)
The eight-course CLU program consists of five core courses and three electives. Persons who hold a ChFC designation need only complete the three elective courses.
Sponsor: The American College, www.amercoll.edu

CPCLA (Casualty Property Claim Law Associate)
The CPCLA designation, a combination of the CCLA and PCLA designations, requires completion of the legal-principles, property, and liability programs.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

CPCU (Chartered Property Casualty Underwriter)
Earning the CPCU designation requires passing nine national examinations, meeting the Related Studies requirement, having at least three years' experience in the insurance industry, and agreeing to abide by the American Institute's Professional Ethics.
Sponsor: American Institute for Chartered Property Casualty Underwriters, www.aicpcu.org

CPIM (Certified Professional Insurance Man)

The CPIM designation is awarded to men who have at least five years' experience in the insurance industry, meet NAIW membership requirements, and have completed two courses from the NAIW curriculum.
Sponsor: National Association of Insurance Women, www.naiw.org

CPIW (Certified Professional Insurance Woman)
The CPIW designation is awarded to women who have at least five years' experience in the insurance industry, meet NAIW membership requirements, and have completed two courses from the NAIW curriculum.
Sponsor: National Association of Insurance Women, www.naiw.org

CRM (Certified Risk Manager)
Five separate but interdependent courses comprise the CRM program. They include risk-management essentials, risk analysis, risk control, risk financing, and risk administration. Each course consists of 2.5 days of instruction followed by an optional examination. Retaining the CRM designation requires the fulfillment of an annual continuing-education requirement.
Sponsor: The National Alliance for Insurance Education & Research, www.scic.com

FCAS (Fellow, Casualty Actuary Society)
No person is authorized to use this designation until such use has been approved by action of the Casualty Actuarial Society.
Sponsor: Casualty Actuarial Society, www.casact.org

FCLA (Fraud Claim Law Associate)
The FCLA designation is awarded upon completion of the legal-principles and fraud programs.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

FCLS (Fraud Claim Law Specialist)
The FCLA designation is awarded upon completion of the fraud program.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

FLMI (Fellow of Life Management Institute)
The FLMI program is the largest university-level education program in the insurance industry, with more than 65,000 students throughout the world having earned the FLMI designation. The program, which has received worldwide recognition and whose courses are currently administered in 56 countries, consists of 10 courses, with the curriculum divided into two levels: Level 1: Fundamentals of Life and Health Insurance; Level 2: Functional Aspects of Life and Health Insurance.
Sponsor: Life Office Management Association (LOMA), www.loma.org

HIA (Health Insurance Associate)
The HIA program is made up of six self-study courses, four required courses and two electives. Since first being offered in 1990, more than 17,000 professionals have earned the designation. Sponsor: Health Insurance Association of America, www.hiaa.org

LPCS (Legal Principles Claim Specialist)
The LPCS designation is awarded upon completion of the legal-principles program.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

MHP (Managed Healthcare Professional)
Six required self-study courses comprise the MHP program. More than 4,500 designations have been awarded since 1996. Sponsor: Health Insurance Association of America, www.hiaa.org

PCLA (Property Claim Law Associate)
The PCLA designation is awarded upon completion of the legal-principles and property programs.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

PCLS (Property Claim Law Specialist)
The PCLS designation is awarded upon completion of the property program.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

REBC (Registered Employee Benefits Consultant)
The five-course REBC program consists of three required courses and two electives. The electives allow an individual to specialize within the broader employee-benefits field.
Sponsor: The American College, www.amercoll.edu

RHU (Registered Health Underwriter)
The purpose of the rigorous three-course RHU program is to prepare professionals to advise clients on their health-insurance needs. The program consists of two required courses and one elective.
Sponsor: The American College, www.amercoll.edu

RPLU (Registered Professional Liability Underwriter)
Through the five-part RPLU program, professionals can learn about technical issues from a practical point of view, including underwriting, management of risk, legal issues, claims review, and marketing/sales of professional liability insurance. The program covers the academic bases, legal realities, and practical knowledge about professional liability exposures.

Sponsor: Professional Liability Underwriting Association, www.plusweb.org

SCLA (Senior Claim Law Associate)
The SCLA designation is awarded upon completion of the legal-principles program and three of the following programs: liability, property, workers' compensation, fraud, or automobile.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

WCLA (Workers' Compensation Claim Law Associate)
The WCLA designation is awarded upon completion of the legal-principles and workers' compensation programs.
Sponsor: American Educational Institute, www.aeiclaimslaw.com

WCLS (Workers' Compensation Law Specialist)
The WCLS designation is awarded upon completion of the workers' compensation program.
Sponsor: American Educational Institute, www.aeiclaimslaw.com