



***COMPLIANCE AND INSURANCE  
EDUCATION:***

***BRINGING VALUE TO YOURSELF  
AND YOUR ORGANIZATION***



## Today's Presenters:



**Jan Vitus, CIC, MHP, HIA, CRM, CCP**  
**Rates and Forms Analyst**  
**Oregon Department of Consumer & Business Services**

**Stephen Youngkrantz,**  
**CPCU, CCP, ARC, AIAF, AMCM**  
**Lead Compliance Analyst**  
**Liberty Mutual Insurance**



**Michael J. Hollar, HIA, FLMI, AIRC, CCP, LTCP, DHP**  
**Manager Policy Filings**  
**Combined Insurance Company of America**



## ***Insurance and Compliance Education Sources***

- The Institutes – CPCU, AINS, AU, ARM, etc.  
[www.aicpcu.org](http://www.aicpcu.org)
- The American College – CLU, CFP, FSS, CLF, etc.  
[www.theamericancollege.edu](http://www.theamericancollege.edu)
- LOMA – FLMI, AIRC, etc.  
[www.loma.org](http://www.loma.org)
- AHIP – HIA, MHP, HCP, PHIAS, FHIAS, Dental, Disability, Med Supplement, etc.  
[www.ahip.org](http://www.ahip.org)
- SOFE – Society of Financial Examiners – AFE, CFE  
[www.sofe.org](http://www.sofe.org)



## ***Insurance and Compliance Education Sources***

- IRES – Insurance Regulatory Examiners Society – AIE, CIE  
[www.go-ires.org](http://www.go-ires.org)
- National Alliance for Insurance Education and Research – CIC, CRM, CISR, etc.  
[www.scic.com](http://www.scic.com)
- NAIC – AIR (Associate Insurance Regulator, PIR (Professional Ins. Regulator)  
[www.naic.org](http://www.naic.org)
- ICA – International Claim Association – ALHC, FLHC  
[www.claim.org](http://www.claim.org)
- AICP Ratemaking for Compliance Professionals (P/C Requirement only: ACP & CCP  
[www.aicp.net](http://www.aicp.net)



## ***Industry and Employer Support***

- Company sponsors
- Scholarships to cover tuition
- Does your boss/company pay tuition? Books? Exam cost?
- Travel expenses to designation conferring ceremony?



## ***How to choose your path to success***

- Broad
- Specific



## ***Study Methods***

- Classroom
- On-line
- Webinars
- Self-Study
- Will it take months, weeks, or days to complete?



## ***How to Take an Exam***

- Proctor Exam
- Testing Center
- Included with Course





## ***Grandfathering Courses Already Completed***

- Interconnecting designations/courses between product lines.
- Also, grandfathering from the standpoint of courses acceptable in the past but no longer available or have been replaced.
- Waivers



## ***ACP Requirements***

- Work Experience – What falls within the 5-year requirement?
- Ethics: **All concentrations must complete an Ethics Requirement.**
  - One of the following:
    - A certification or completion report from your company or department's Ethics required courses
    - A certification or completion report from an online or business ethics course
    - AICP Ethics Webinar, found in Media Library on AICP Website, complete and pass quiz
    - LOMALearn – Ethics, Integrity, & Trust



## ***ACP Requirements, Continued***

### ➤ **Life and Annuity Concentration (3 Required)**

1. Complete **one** of the following:
  - LOMA 281 — Principles of Insurance (LOMA)
  - HS 323 — Individual Life Insurance (American College)
  - AFE1 — Life & Health Insurance Fundamentals (SOFE), **or**
  - **Both** NAIC Basic Insurance  
**and** NAIC Fundamentals of Insurance Reg. (NAIC)
2. Complete LOMA 290 or 291— Insurance Company Operations
3. Complete **one** of the following:
  - LOMA 311 — Business Law for Financial Services Professionals (LOMA)
  - HS 324 Life Insurance Law (American College)
  - LOMA 301 — Insurance Administrations (LOMA)
  - LOMA 335 — Operational Excellence in Financial Services (LOMA)
  - LOMA 361 — Accounting & Financial Reporting in Life Insurance Companies (LOMA)
  - **Either** NAIC Regulation of Insurance Products **or** NAIC Core Legal (NAIC)



## ***ACP Requirements, Continued***

### ➤ **Health Concentration (3 Required)**

1. Complete **one** of the following:
  - AHIP Fundamentals of Health Insurance Part A (AHIP)
  - LOMA 280 — Principles of Insurance (LOMA)
  - HS 313 — Individual Health Insurance (American College)
  - AFE1 Life & Health Insurance Fundamentals (SOFE), **or**
  - **Both** NAIC — Basic Insurance  
**and** NAIC Fundamentals of Insurance Regulation (NAIC)
  
2. Complete **one** of the following:
  - AHIP Fundamentals of Health Insurance Part B (AHIP)
  - LOMA 290 or 291— Insurance Company Operations (LOMA)
  - C2 — Life & Health Insurance Law (ICA), **or**
  - AHIP Fraud Part 1 (AHIP)



## ***ACP Requirements, Continued***

### ➤ **Health Concentration (3 Required), Continued**

3. Complete **one** of the following:

- LOMA 311 — Business Law for Financial Services Professionals (LOMA)
- C1 — Med Aspects of Claims (ICA)
- C2 – Life & Health Insurance Law (ICA)
- AHIP Fraud Part 1 (AHIP)
- AHM 510 — Government & Regulation (AHIP)
- NAIC — Regulation of Insurance Products (NAIC), **or**
- NAIC Core Legal (NAIC)



## ***ACP Requirements, Continued***

### ➤ **Property and Casualty (3 Required)**

1. Complete AINS 21 — Property and Liability Insurance Principles (The Institutes) – *This course may be replaced with IR 201 — Insurance Regulation for those with a CPCU designation.*
2. Complete CPCU 500 — Foundations of Risk Management and Insurance.\* (The Institutes)
3. Complete **one** of the following:
  - IR 201 — Insurance Regulation (The Institutes)
  - CPCU 520 — Insurance Operations (The Institutes)
  - AFE 2 — Property and Liability Fundamentals (SOFE)

**\*NOTE:** Prior to 2002, CPCU 510 was CPCU 1, and CPCU 520 was CPCU 5 under the 10- part program. Both courses will waive the respective requirements. Also, any CPCU completers under the 5-part program (prior to 1994) meet the requirements of CPCU 510 and CPCU 520. CPCU 500 replaced CPCU 510 starting 3/15/2011. Those completing CPCU 510 prior to 3/15/2011 may use it to satisfy the requirements of the ACP designation.



## ***CCP Requirements***

### ➤ **Life and Annuity Concentration (4 Required)**

1. Complete AIRC 411 — Regulatory Compliance: Companies, Producers and Operations (LOMA)
2. Complete AIRC 421 — Regulation of Life Insurance, Sales, and Operations (LOMA)
3. Complete **one** of the following:
  - LOMA 320 or 321 — Insurance Marketing (LOMA)
  - LOMA 326 — Financial Services Marketing (LOMA)
  - AAPA 303 — Annuity Systems and Administration (LOMA)
  - AFE3 — Life & Health Insurance Fundamentals (SOFE)
  - NAIC Integrating Market Regulation (NAIC)
  - NAIC Market Analysis Education Course (NAIC)



## ***CCP Requirements, Continued***

### ➤ **Life and Annuity Concentration, Continued**

4. Complete **one** elective course from the following:
  - LOMA 301 — Insurance Administration (LOMA)
  - LOMA 335 — Operational Excellence in Financial Services (LOMA)
  - LOMA 361 — Accounting and Financial Reporting in Life Insurance Companies (LOMA)
  - AAPA 313 — Financial Aspects of Annuities (LOMA)
  - AAPA 323 — Regulation and Taxation of Annuities (LOMA)
  - NAIC How to Analyze Insurer Portfolios (NAIC)
  - NAIC Regulating for Solvency (NAIC)
  - Course in member's specialized area (pre-approved by the Education Committee)





## ***CCP Requirements, Continued***

### ➤ **Health Concentration (4 Required)**

1. Complete AIRC 411 — Regulatory Compliance: Companies, Producers and Operations (LOMA)
2. Complete AIRC 421 — Regulation of Life Insurance, Sales, and Operations (LOMA)
3. Complete **one** of the following:
  - Advance Studies Part A and B (AHIP)
  - Medical Expense Insurance (AHIP)
  - Supplemental Health Insurance (AHIP)
  - Disability Part I, Primer (AHIP)
  - Managed Care Part A, The Basics (AHIP)
  - Fraud Part I, Introduction (AHIP)
  - LTC Part 1, Understanding Needs and Options (AHIP)
  - HIPAA Primer (AHIP)
  - Medical Management Part I, Overview (AHIP)
  - Dental Benefits Part A (AHIP)



## ***CCP Requirements, Continued***

### ➤ **Health Concentration (4 Required), Continued**

4. Complete **one** of the following:
  - Disability Part II, Advanced Issues (AHIP)
  - Disability Part III, Group and Worksite Issues (AHIP)
  - Managed Care Part B, Management Structure (AHIP)
  - Managed Care Part C, Trends (AHIP)
  - Fraud Part II, Key Products (AHIP)
  - Fraud Part III, Legal Issues (AHIP)
  - LTC Part II, Financing (AHIP)
  - LTC Part III, The Product (AHIP)
  - LTC Part IV, Administration and Claims (AHIP)
  - HIPAA Advanced Issues (AHIP)
  - HIPAA Action Items for Insurers (AHIP)
  - Medical Management Part II, Utilization Management (AHIP)
  - Medical Management Part III, Call Centers (AHIP)



## ***CCP Requirements, Continued.***



### **Health Concentration (4 Required), Continued**

- Medical Management IV, Case Management (AHIP)
- Medical Management V, Disease Management (AHIP)
- Medical Management VI, Quality Management (AHIP)
- C3 — Claims Administration (ICA)
- C4 — Management of Claims Operations (ICA)
- AHM 510 Governance & Regulation (AHIP)
- How to Analyze Insurers Investment Portfolios (IRES)
- AIC Integrating Market Regulation (IRES)
- NAIC Market Analysis (NAIC)
- NAIC Regulating for Solvency (NAIC)
- Dental Benefits Part B (AHIP)
- Health and Wellness Courses: An Introduction to Wellness Programs (AHIP)



## ***CCP Requirements, Continued***



### **Health Concentration (4 Required), Continued**

- Annuities & Health Retirement Planning (AHIP):
  - Annuities for Funding Long Term Care Needs
  - Under Standing Annuities
  - Understanding Equity-Index Annuities
  - Understanding Variable Annuities
  
- ACA Courses (AICP):
  - Accountable Care Organizations
  - Health Insurance Exchanges and the Affordable Care Act
  - Understanding Medicare
  - Understanding the Summary of Benefits and Coverage
  - Understanding Private Accountable Care



## ***CCP Requirements, Continued***



### **Property Casualty Concentration (4 Required)**

1. Complete CPCU 530 — Business Law for Insurance Professionals (The Institutes)
2. Complete **one** of the following:
  - AIAF 114 — Statutory Accounting for Property Casualty Insurers (The Institutes)
  - CPCU 540 — Finance and Accounting for Insurance Professionals (The Institutes)
  - AFE4 — Property and Liability Insurance Accounting (SOFE)
3. Complete **one** of the following:
  - CAS Part 5 — Introduction to Property and Casualty Insurance and Ratemaking (The Institutes)
  - CPCU 560 — Financial Services Institutions (The Institutes)
  - AIC 30 — Claim Handling Principles and Practices (The Institutes)
  - AIC 44 — Workers' Compensation Claim Practices (The Institutes)
  - APA 91 — Principles of Premium Auditing (The Institutes)



## ***CCP Requirements, Continued***



### **Property & Casualty Concentration (4 Required), Continued**

- ARe 144 — Reinsurance Principles and Practices (The Institutes)
- ARM 54 — Risk Management Principles and Practices (The Institutes)
- ASLI 163 — Surplus Lines Insurance Operations (The Institutes)
- CFE 2 — Analysis and Evaluation Procedure (IRES)
- AICP's Ratemaking Course — What the State Filer Needs to Know

4. **One** elective course in your specialized area (i.e. personal lines insurance, commercial property/casualty insurance, law for insurance professionals, etc.)

NOTE: The Institutes' courses excluded for the purpose of meeting this requirement are:

- ✓ Introduction to Property Liability Insurance (INTRO);
- ✓ Introduction to Claims;
- ✓ Introduction to Risk Management;
- ✓ Introduction to Underwriting; and
- ✓ Introduction to Workers' Compensation Claims.



## ***Continuing Education***

- ***AICP Continuing Education***
- ***Designation Continuing Education Requirements, i.e., CIC, CRM, Bar Courses***
- ***AICP Conference CE Hours Available from IRES, American College, CPCU, CLE***
- ***Receiving CE for Attending Non-AICP Conferences, i.e., IRES, IRES Foundation, CPCU, AHIP, NAIC, LOMA, ICA, The American College***







## ***Closing Remarks***

- Education Committee Co-Chairs
- AICP Career Center  
<https://www.aicp.net/careercenter/index.cfm>
- Education Table & Committee Fair