

# ASSESS AND EVALUATE RISKS COMMERCIAL LINES UNDERWRITER

A custom learning path to navigate your way toward a thriving career.



## THE UNDERWRITER

**UNDERWRITERS** evaluate the risks and exposures of potential insureds. They measure risk exposure and determine appropriate coverages as well as premiums. The Underwriter acquires and writes business that is profitable and conforms to the carrier's desired risk appetite. They identify risks, analyze risk exposure, and draw conclusions based on severity and frequency of risks.

**THE UNDERWRITER LEARNING PATH** is designed to guide you towards unbridled career growth— whether you are new to your career or a seasoned professional. Walk through our professional development offerings, choose the level appropriate for you, and get closer to achieving a thriving career.

START

### INTRO TO PROPERTY & CASUALTY INSURANCE

Property and Casualty insurance is the backbone of the industry. Learn the basic P&C concepts as the first step on your learning path.

intro series

### INTRO TO COMMERCIAL PROPERTY

What is real and business property? Explore Intro to Commercial Property after taking Property & Casualty to round out your understanding.

intro series

### INSURING COMMERCIAL PROPERTY

Gain a grasp of the types of commercial property, be able to identify parties with insurable interests, and understand the difference between direct and indirect loss.



### INTRO TO COMMERCIAL MISC. EXPOSURES & COVERAGES

Get an overview of the three important coverages used by the industry for exposures that require more tailored and flexible coverage.

intro series

### INTRO TO COMMERCIAL CASUALTY

Two of the most important policies are reviewed to increase your understanding of business liability exposures and coverage fundamentals.

intro series

### COMMERCIAL CASUALTY I

Gain confidence with commercial casualty exposures and coverages and learn the CGL policy inside and out.



### COMMERCIAL CASUALTY II

One objective of this course is to clarify who is and who is not an insured in specific situations as defined by the Business Auto Coverage Form.



### ELEMENTS OF RISK MANAGEMENT

Insurance Service Representatives can benefit from an understanding of the risk management process.



### AGENCY OPERATIONS

Agency Operations can transform you into an indispensable team player in any insurance agency or give you confidence to move into another position.



EARN THE CISR DESIGNATION

### INSURANCE COMPANY OPERATIONS

Learn more about how you can apply advanced executive strategies to improve business functions and promote company success.



### AGENCY MANAGEMENT

Learn the fundamentals of strategic planning within an agency and learn what actions are needed to achieve growth.



### COMMERCIAL PROPERTY

Learn the latest trends in commercial property insurance and innovative ways to maximize coverages with up-to-the-minute forms.



### COMMERCIAL CASUALTY

Become familiar with current, practical policy knowledge and learn how to apply the limits of insurance, and recommend appropriate endorsements.



### COMMERCIAL MULTILINE

Learn how to help commercial clients navigate critical issues, such as cyberthreats and crime from both property and casualty perspectives.



EARN THE CIC DESIGNATION



4 INTRO SERIES CERTIFICATES



CISR DESIGNATION DIPLOMA & PIN



CIC DESIGNATION DIPLOMA & PIN



## COMPREHENSIVE LEARNING

### DYNAMICS MASTER SALES

INDUSTRY SPECIFIC SALES TRAINING COURSES

### PROFocus series

HIGH-LEVEL INSURANCE AND RISK EDUCATION TOPICS

### WILLIAM T. HOLD SEMINARS

40+ ESSENTIAL SPECIALTY, AND ADVANCED TOPICS