NAIC Education & Training

2015 Course Catalog

Guidance you can count on
Since 1989, NAIC Education & Training has offered professional development courses in insurance regulation for individuals at all levels of their careers and expertise. Annually, the NAIC offers courses that attract members, government personnel, international regulators, and insurance industry representatives. Some courses have received national and international recognition, including three national awards for Excellence in Education from the American Society of Association Executives.

In 2006, the NAIC Insurance Regulator Professional Designation Program was introduced. This program was created in response to requests by regulators for a structured professional development path based on the NAIC curriculum. To comply with new, more rigorous instructional standards associated with the Designation Program, NAIC’s curriculum has been re-developed and enhanced to include targeted learning outcomes, interactive teaching strategies, and the latest and most practical information participants need to support critical regulatory initiatives. To learn more about the Designation Program, visit http://www.naic.org/education_designation.htm.

This symbol, when displayed next to a course description, indicates that the course is approved for NAIC Insurance Regulator Professional Designation credit.

Enroll today and see why so many people choose the NAIC as their source for professional development.

Please note dates, locations and tuition are subject to change. For up-to-the-minute information, please visit us online at http://education.naic.org or contact us directly at the phone number or email address below.

Contact us

NAIC Education & Training
1100 Walnut Street, Suite 1500
Kansas City, Missouri 64106-2197
816-783-8200
816-460-7544 fax
education@naic.org
http://education.naic.org
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Annuity Suitability for Regulators

Course Description
Suitability and supervision of annuity sales and practices is a key priority of the NAIC and its Life Insurance and Annuities (A) Committee. This course is a compilation of webinars presented in late 2011 and early 2012 including a recording of a panel discussion from the Annuity Suitability Symposium held in conjunction with the 2012 NAIC Spring National Meeting in New Orleans. The course includes lectures, case studies, and pre- and post-training quizzes. Presentations feature an all-star cadre of experts in annuity suitability.

This online course is composed of four instructional units:
• The NAIC Annuity Suitability Model
• Annuity Products and Distribution Channels
• Examination Standards and Supervision Systems
• Coordination-Sharing Information and Resources

Dates
Start on any Monday

Internet-Based
Non-Instructor Led
Regulator Only

Register
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What others have said:
As a Market Conduct Examiner, most of my caseload is unsuitable annuities. I deal with this subject daily and will incorporate it into my job immediately. I feel more confidence as I address the subject with my colleagues.
The Basics of Investing

Course Description
The Basics of Investing is a practical primer on fundamental investment concepts regulators draw upon when reviewing insurance company portfolios. Complementary to NAIC’s How to Analyze Insurer Investment Portfolios course, The Basics of Investing applies a laser-like focus on the finer points of investment principles such as the primary goals of investing and investment returns.

This online course is composed of eight instructional units:
- Fundamental Economic Drivers
- Goals of Investing
- Stock Investments
- Bonds
- Other Asset Classes / Investment Strategies
- Differentials
- Investment Returns
- Investment Portfolios

Dates
May 4-11
October 19-26

Internet-Based
Instructor Led
Regulator Only

Register - May 4-11
Register - Oct 19-26

What others have said:
I learned a great deal about the investing processes and how the economic environment affects investing decisions.
Consumer Assistance Training

Course Description
If you are a consumer services representative or interested in improving the effectiveness with which you manage the complaint handling process from start to finish, this course should be an essential part of your preparation. You will learn how to process and code complaints, why proper complaint coding is essential for effective regulation, and when to communicate issues with various divisions of your insurance department to ensure that consumers receive excellent service and that uniformity in complaint handling is achieved.

Dates
April 13-20
October 26-November 2

What others have said:
The discussion threads were extremely effective. I find open discussions with others in the same field to be very eye opening. It gives you the opportunity to look at things from a different perspective.
Financial Analysis

Course Description
This is a new webinar for 2015. Check back for more details.

Dates
October 13

Webinar
Regulator Only

Register

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Foundations of Insurance Regulation

Course Description
Foundations of Insurance Regulation is a must-have professional development experience for insurance department staff just beginning their careers, or seasoned regulators desiring some exposure to a broad array of regulatory disciplines. This two-week course is also the perfect foundation on which to build a repertoire of regulatory skills and concepts taught in other NAIC courses such as Introduction to Financial Regulation and Regulation of Insurance Products.

Dates
January 5-20
April 6-20
July 6-20
October 5-20
November 30-December 14

What others have said:
The discussions are always interesting since there are entry-level employees along with seasoned vets that have different viewpoints. I also thought the exercise and case study were effective as well, and seeing others opinions were a good way to summarize.
Health Rate Regulatory Review

Course Description
This is a new course for 2015. Check back for more details.

Dates
September 25-October 5
How to Analyze Insurer Investment Portfolios

Course Description

How to Analyze Insurer Investment Portfolios is designed to improve students’ analytical skills and walk them through the tools available to financial examiners and analysts who analyze insurer investment portfolios. This webinar includes an update on investment products and trends relevant to insurer portfolios. Participants will discuss the reporting of invested assets as well as underlying risks that are not readily apparent.

This course is intended for financial examiners and analysts, but any interested regulator is welcome to participate. In addition to the two-part webinar, you will receive access to a pre-webinar tutorial.

Date
Pre-webinar online tutorial available June 15-22
Live webinars June 23, 25

What others have said:

NAIC did a good job organizing this course for analysts. It was very helpful and I hope we have more of such courses in the future.
Introduction to Financial Regulation

Course Description
Are you a new financial examiner or analyst looking for a course designed just for you? If you have been in financial regulation two years or less, plan to enroll today in Introduction to Financial Regulation. Through this introductory course, you will gain an overview of several key areas of financial regulation:

• Differences between SAP & GAAP
• Assets and liabilities
• The P&C and life annual statements
• Tools available to you as examiners & analysts
• The financial analysis process
• The risk-focused examination process

You will work through the units by completing different types of activities: lectures, readings, online exercises, and quizzes.

Dates
February 2-24
May 4-26
August 3-24
November 9-December 2

Internet-Based
Non-Instructor Led
Regulator Only

Register - Feb 2-24
Register - May 4-26
Register - Aug 3-24
Register - Nov 9-Dec 2

What others have said:
I enjoyed taking this course. I have a very limited background of financial regulation, and this course has taught me a great deal as to how financial regulation works and the role played by examiners and analysts.
Introduction to International Insurance Regulation

Course Description
Today’s global insurance marketplace and emerging developments in international regulatory frameworks make this one of the most exciting fields in insurance regulation. The NAIC has pulled together a cadre of experts from its Government Relations Office, Center for Insurance Policy & Research, and Kansas City Central Office to create a unique and valuable primer on this important topic.

Individuals unfamiliar with the evolution of, and current activities associated with international regulation will not want to miss this course, which is sure to become an essential component of every regulator’s professional development plan.

Dates
Start any Monday, beginning April 13

What others have said:
I feel better prepared to participate in discussions with other jurisdictions about both the U.S. and international regulatory systems and efforts to improve regulation of insurance companies, both domestically and internationally.
Introduction to Risk-Focused Examinations

Course Description
Learn the basics of the risk-focused exam process! The perfect course for all new examiners!

We have designed the course to teach you the fundamental principles and processes associated with risk-focused examinations. After completing this course, you will be able to better help your state conduct effective financial examinations by focusing your procedures on the areas of greatest risk.

Learning Objectives:
• Analyze an insurer’s current and prospective solvency risk using the risk-focused surveillance approach.
• Reference and utilize the information in the Financial Condition Examiners Handbook pertaining to risk.
• Identify the risk inherent in an insurer’s operations and utilize that evaluation in formulating the ongoing surveillance of an insurer.
• Bring focus to the broader issue of management’s ability to identify, assess and manage the business risks of the insurer (corporate governance).

Dates
Start any Monday

Internet-Based
Non-Instructor Led
Regulator Only
Register
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What others have said:
As a market conduct examiner, I have had no experience with financial examinations especially the risk-focused examinations. I was impressed with the course content, format and materials used.
Management & Leadership Effectiveness

Course Description
Learn what it takes to effectively build, manage, and lead an amazing team!

NAIC’s Management & Leadership Effectiveness course is the first of its kind in NAIC’s Regulatory Leadership Curriculum, helping senior Department of Insurance staff master best practices in the areas of hiring, performance management, and change management, among others.

Developed in response to inquiries from Department of Insurance staff seeking this type of training, NAIC’s Management & Leadership Effectiveness course encompasses proven organizational leadership methods and reflects NAIC’s own unique leadership philosophy. In this course you will learn the methods NAIC managers and leaders have been learning for years!

Dates and Location
September 14-16

NAIC Central Office
1100 Walnut Street, Suite 1500
Kansas City, MO 64106

What others have said:
The class was interactive and enabled me to become better acquainted with the other participants. Everyone seemed more willing to share ideas and experiences. I think this is the best course I have taken at the NAIC.
Market Analysis Techniques

Course Description
Regulators interested in learning more about the core duties for each state’s market analyst as outlined in NAIC’s Market Analyst’s Checklist and Market Analysis Handbook will not want to miss this important course. Participants will gain hands-on experience navigating, extracting, and analyzing data from NAIC databases, as well as experience running reports from the MIS.

This course will provide a detailed focus on the analysis of complaint data and complaint ratios, an in-depth look at the company market analysis profiles, and an explanation of the relevance of financial data to market analysis. Participants will learn through lectures and case studies what regulatory action should be initiated in response to identified problems at a company.

Dates
February 2-24
October 5-27

What others have said:
I find this course necessary for anyone who plans to perform market analysis as it has been developed. The manual provides a great reference tool for the future to reinforce items learned throughout the course.
Market Conduct Examinations

Course Description
This three-week online course will cover all aspects of the Market Conduct Examination. Participants will learn how to use the Market Regulation Handbook when conducting an examination, determine logistical and administrative requirements for an efficient examination, and identify required elements of a Market Conduct Examination Report. The course will also cover how to successfully close a Market Conduct Examination and ensure a confident mindset through the examination process.

Dates
August 31-September 14

Internet-Based Instructor Led Regulator Only

Register

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What others have said:

The class was very interesting, informative, and worthwhile. I would recommend this online course as a prerequisite to any examiner before conducting the first examination of a company, agency, affiliate of the company, a producer, and the like.
Model Laws

Course Description
NAIC’s Model Laws Webinar will keep you in the know on important regulatory issues at this pivotal time.

You will want to attend to develop a deeper understanding of the substance of NAIC models and why your state should move to enact them. This webinar is designed to provide you with an in-depth examination of NAIC model laws, regulations, and guidelines that form the basis of key modernization initiatives and enactment of state law. Please check back for topics.

Date
October 6

Webinar
Regulator Only

Register

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What others have said:

As a financial analyst, I learned the key points to help draft the legislation and guide the process in my state.
Principle-Based Reserving Series

Course Description
This is a new webinar series for 2015. Check back for more details.

Dates and Location
July-November

Webinar
Regulator Only

Register

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Producer Licensing: Integrating Policy with Process

Course Description
This course takes you from the beginnings of producer licensing through the integration of current policies and processes and up to initiatives that are on the horizon. The course is an excellent learning opportunity for licensing analysts, consumer service analysts, market conduct examiners, fraud investigators or anyone interested in learning more about producer licensing and the important policies and technology shaping its future.

This course will encompass the following topics:
• The History of Producer Licensing
• Licensing Reciprocity and Uniformity
• State Licensing Process
• The Products and Services of NIPR
• Future NAIC Activities

Dates
May 11-18
November 2-9

Internet-Based
Instructor Led
Regulator Only

Register - May 11-18
Register - Nov 2-9

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What others have said:
The course is a worthwhile effort, and I would recommend it to others here at the department, even for people who do not work in licensing.
Regulating for Solvency

Course Description
Regulating for Solvency is the most comprehensive course in the NAIC curriculum on the topic of solvency regulation. If you are a financial analyst or examiner with two to three years of experience and can only attend one course this year, Regulating for Solvency is your top pick.

In this two-week online class, not only will you learn key concepts in the area of financial analysis, but in the areas of reporting and examinations as well. In addition, you’ll acquire an understanding of such special functions as reinsurance, P&C actuarial, receivership and guaranty funds, and accreditation.

Through instructional lectures and comprehensive materials, you will acquire the skills necessary to effectively apply leading-edge methods for monitoring the solvency of insurers.

Dates
July 6-20
September 28-October 13
November 30-December 14

Internet-Based
Instructor Led
Regulator Only

Register - July 6-20
Register - Sept 28-Oct 13
Register - Nov 30-Dec 14

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What others have said:

I found the class to be very informative. It provided a good overview of the many tools that can be used by regulators when monitoring the solvency of an insurer. It also provided information on other issues relating to solvency.
Regulating Risk Retention Groups

Course Description
This course will equip you with the skills and strategies needed to effectively regulate and understand the operations of risk retention groups (RRGs). No longer do you need to struggle with how to apply the standard analysis techniques for the traditional insurance company when working with a Risk Retention Group.

This class is designed to expose you to a more specialized set of concepts and skills thereby preparing you to better regulate RRGs, whether you’re a financial analyst, product filing or financial examiner, regulatory attorney, or property/casualty actuary.

Dates
October 19-November 2

What others have said:
I found the threaded discussions to be the most interesting. It was very enlightening to see other’s positions on issues of controversy.
Regulation of Insurance Products

Course Description
How do insurers price the products they sell? How do insurance products differ from other financial services offerings? How do regulators evaluate property and casualty rates submitted by insurers? Since life insurance rates are not regulated, what do regulators do to monitor the sales of life insurance products? Why do states vary in their approaches? So many questions—and we have the answers in this course designed especially for regulators!

Rate and policy form examiners, market analysts, and legal staff will want to attend to learn how to review insurance contracts and acquire the know-how needed to effectively use such regulatory efficiency tools as SERFF, the review standards checklists, uniform product naming standards, and filing metrics.

Dates
February 2-17
April 6-20
July 6-20
October 5-20

Internet-Based
Non-Instructor Led
Regulator Only

Register - Feb 2-17
Register - Apr 6-20
Register - July 6-20
Register - Oct 5-20

What others have said:

This provides us with the necessary framework to face the daily issues and align our direction towards our mission as regulators.
Regulatory Leadership Forum

Course Description
Join us in Kansas City for NAIC’s top-tier regulatory leadership training event! The NAIC’s Regulatory Leadership Forum combines networking and learning sessions aimed at helping Commissioners, Directors, Superintendents, senior staff members, and SPIR Designation Candidates acquire contacts and skills to lead the way as new regulatory initiatives continue to emerge. The Regulatory Leadership Forum has been called “the perfect orientation for freshman regulatory leaders.” But with its media workshop segment and highly interactive management simulation, it is a rewarding experience for more seasoned leaders as well.

Dates and Location
July 20-22

NAIC Central Office
1100 Walnut Street, Suite 1500
Kansas City, MO 64106

What others have said:
Very meaningful experience to learn the NAIC system, meet key folks in the states, and gather a wide range of industry information.
Risk-Based Capital

Course Description
Would you like to better understand Risk-Based Capital, what it is, and why it is an important tool in solvency regulation? Through this comprehensive two-week online course designed especially for regulators, you will have the opportunity to do just that!

Here’s what you will cover
• How and why Risk-Based Capital (RBC) was developed
• RBC’s different risk categories
• A comparison of the different formulas
• Action levels set forth in the RBC Model Acts
• Tools that can be used in conjunction with RBC
• How the RBC Task Force Structure operates
• How to incorporate the review of RBC into your analysis and examination processes

Dates
October 19- November 2
Course Description
The examination of information technology (IT) utilized by an insurer has become an increasingly important part of the examination process as companies have placed a greater reliance on information technology systems to run their business. As such, a formalized process to complete a general IT review has been developed and included in the Financial Condition Examiners Handbook to assist the IT examiner in completing this important piece of the financial condition examination.

This course provides an overview of the IT review process and tools used to complete the IT review. The course will not only be an overview, but will also give regulators a chance to review its application in real-life situations.

All financial examiners and IT examiners with limited experience in utilizing the IT review process, as well as other regulators who wish to gain a better understanding of the process and tools utilized in examining an IT environment, will benefit from this course.

Dates
September 14-28
Understanding the Federal Legislative & Regulatory Process

Course Description
Learn how a bill really becomes a law… and so much more!

What strategies are applied to influence legislative and regulatory processes? What statutes are in place to coordinate federal and state regulation of insurance? What role does the NAIC play? If you have ever been confused by the complexities associated with establishing public policy, this is a course you won’t want to miss. This one-week course is taught by Government Relations Staff from NAIC’s Washington, DC office.

Dates
July 20-27

What others have said:

From taking this course I was able to obtain a more in-depth understanding of how federal legislation and the regulatory process work in conjunction with one another.
Advanced Fraud: Social Media Considerations for Investigative Personnel

Course Description
Social media sites have become an invaluable investigative tool for investigators and law enforcement personnel as more than 50% of all Americans have at least one social media profile. And while comments, photos, status updates and location whereabouts posted can in fact be used as evidence in an investigation, many investigators fail to realize that the use of such sites could potentially jeopardize not only their investigation, but their own safety.

To assist investigative personnel in further developing their investigative skills, join us for a webinar on April 14 to learn more about:

• Invaluable information available on social media websites.
• Alert systems that can assist you in gathering investigative intelligence.
• “Electronic footprints” left after accessing specific sites.
• Preserving and authenticating data posted on social media sites.
• Court rulings involving the collection and use of information from social media sites.
• The importance of investigative organizations establishing social media protocols/policies.
• Safety protocols to consider when utilizing social media sites.

Dates
April 14

Tuition
$245 $149 - Special, Discounted Price
Annual Statement Investment Schedules

Course Description
If you are responsible for preparing the annual statement investment schedules and would like more concentrated discussion and study of Schedules A, BA, B, D, DA, DL, and E, this course is highly recommended!

Through comprehensive text materials, online instructor-facilitated discussions, and virtual practice exercises, you will obtain the knowledge you need to accurately report your company’s investments. You should have at least one year of experience in financial reporting to benefit fully from this course.

Dates
November 9-17
November 30-December 7
December 7-14

Tuition
$495

Internet-Based Instructor Led Public

Register - Nov 9-17
Register - Nov 30-Dec 7
Register - Dec 7-14

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What others have said:

Overall this was a very good course for beginners as well as for those individuals that needed a refresher course (as I did). Anyone who will be doing the investment reporting for their company will benefit from taking the course. I felt it was very informative and I highly recommend it.
Basic Derivatives

Course Description
Join the NAIC in a webinar designed to take the mystery out of derivatives and help you better understand the basics about these investment instruments.

This webinar is designed for regulators and other interested parties who wish to learn more about this fascinating investment product.

Dates
June 2

Tuition
$245

What others have said:
• I’m in the middle of obtaining a master’s degree in financial engineering from Columbia University so this was helpful in seeing the insurance industry’s use of various derivatives.
Basic Fraud Investigation

Course Description
This two-week course is designed to assist state insurance officials in detecting, monitoring, and investigating insurance fraud, both by and against consumers. Participants will learn basic terms and concepts, how to use available fraud databases provided by the NAIC and other online search tools in their investigations, and how to investigate agent and consumer fraud. Healthcare and workers compensation will be major areas of focus. Legal considerations will also be highlighted.

Dates
Start any Monday

Tuition
$445
Basic Reinsurance

Course Description
If learning more about reinsurance is on your professional to-do list for 2015, then don’t miss the opportunity to sign up for this comprehensive one-week online course.

You will come away with an overall better understanding of reinsurance, the role it plays, why it is needed in the market, how it is used, and how it is regulated through units that cover

• An Introduction to Reinsurance
• The Forms, Methods and Types of Reinsurance
• Reinsurance Contracts
• Risk Transfer
• Annual Statement Reporting and
• Current Issues

Dates
July 6-13
October 5-13

Tuition
$495

What others have said:
I have relayed what I learned to my reinsurance manager, and they are very impressed with what I have learned from just one basic course.
The Compliant Organization: Best Practices for Leaders

Course Description
Learn what other companies have done to effectively manage risk enterprise-wide and how you can apply these strategies in establishing your own in-house compliance program. Whether you are an executive responsible for creating and sustaining an organizational culture that embraces compliance, or a manager charged with implementing compliance initiatives, *The Compliant Organization: Best Practices for Leaders* is a course you can’t afford to miss.

Dates
Start any Monday

Tuition
$595 for all others

Internet-Based Non-Instructor Led Public

Register

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What others have said:

> *The course is expanding my vision of the compliance world and highlighting the fact that I am on the outside circle regarding company policies and procedures. I have many questions for the Chief Compliance Officer and want to be a part of the process.*
Core Legal Training

Course Description
This two-week course is designed to acquaint attorneys new to state regulation with the various laws that govern the insurance industry. The course begins with a historical presentation of milestones and court cases that have shaped our current understanding of insurance and the business of insurance. Attorneys who want a broader understanding of their role within the state regulatory framework should not miss the opportunity to participate in this course.

This course is designed primarily for attorneys and other professionals with less than five years of experience in insurance regulation or compliance. However, veteran attorneys may also benefit from information provided within this course by NAIC legal staff.

Dates
Start any Monday

Tuition
$445

What others have said:
There is a lot of information, and it was a welcome challenge. I am sure in the years ahead I will recall this course as an excellent primer.
Corporate Governance

Course Description
*Corporate Governance* offers a vital look into the interrelationship of the regulatory policies that affect the insurance industry and the interpretations of compliance of these policies by the insurers.

This course will cover the following topics:
- Company Management
- Legal Concepts
- Corporate Compliance
- Corporate Governance in the US Solvency Framework
- International Association of Insurance Supervisors (IAIS)
- Corporate Governance Working Group

Dates
November 2-9

Tuition
$595

What others have said:
I found the course excellent & will be very helpful in my future assignments. I would strongly recommend to everybody who has not taken this course.
Emerging International Issues

Course Description
Recent developments with international regulation have made this one of the most exciting fields in the insurance industry. Individuals interested in current activities associated with international regulation will not want to miss this event. Check back for more details!

Dates
October 15

Tuition
$245
Health Annual Statement Preparation

Course Description
Join us for a comprehensive three-week online course that will provide interactive guided practice in completing the Health Annual Statement.

Learn the Health Annual Statement completion process while experiencing a walk through of the various schedules and exhibits.

The units will cover

- SSAPs
- Cash Flow
- Assets
- Statement of Revenue
- Investment Flow
- Additional Filings
- Liabilities
- Supplemental Filings
- Reinsurance
- Risk-Based Capital
- Health Care Supplement

*Health Annual Statement Preparation* is designed for individuals with one to five years experience in the preparation, analysis, or auditing of the health annual statement.

Dates
September 28-October 19

Non-Regulator Tuition
$695

Internet-Based Instructor Led Public

Register

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What others have said:

*Just a quick note to let you know that I found this class challenging but very worthwhile. I feel prepared to tackle the Health Annual Statement for the first time. Many thanks.*
How to File Securities with the SVO

Course Description
Uniquely designed for anyone who files securities with the NAIC Securities Valuation Office (SVO), this course will help eliminate the delays in filings that can result from inexperience. Filing delays create inefficiency and frustration for filers. By providing helpful hints and explaining the roles of each party, such delays can be minimized and efficiency increased. Filers will be equipped with an increased knowledge base, better skills and tools as a result of taking this course. This one-week online course covers filing requirements for various types of securities. It also covers appeals, the advanced rating service, and the filing exempt process.

Dates
October 26-November 2

Tuition
$495

What others have said:

This course has taken the mystery out of filing. I feel more confident and look forward to start filing. Filing is part of my development plan, and I have gained the necessary skills, thanks to this course.
An Insurer’s Introduction to Risk-Focused Examinations

Course Description
The purpose of the risk-focused approach to financial examinations is to increase the effectiveness of the examination process by focusing procedures specifically on areas of greater risk. This course examines the risk-focused examination process from an insurer's perspective and offers best-practice guidelines for how to prepare for and manage the examination process.

Dates
September 14-21

Tuition
$495

What others have said:
I felt the discussion areas were most effective—they give you examples of what other companies have experienced and how I can improve the efficiency of my next exam.
Interest Maintenance Reserve / Asset Valuation Reserve (IMR/AVR)

Course Description
Increase your understanding of the Interest Maintenance Reserve and the Asset Valuation Reserve (IMR/AVR) by taking this special one-week online course designed for insurance company staff who prepare the life or fraternal annual statement and for state insurance department employees who audit or analyze these statements. It provides accounting guidance and instructions for completing the annual statement pages.

Get answers to questions such as
• What is the purpose of both the IMR and AVR?
• Are all assets covered in the AVR?
• Does Separate Accounts require an IMR? An AVR?
• How do you determine AVR vs. IMR treatment?
• What issues are not addressed by the Instructions?

Dates
November 16-23

Tuition
$495
International Insurance Forum

Course Description
The NAIC’s *International Insurance Forum* is designed to explore recent and continuing developments and progress in international insurance regulation and the global financial services markets. The 2015 *Forum* will address a variety of critical international issues.

This *Forum* is for U.S. and international regulators from developed and emerging markets, as well as industry professionals seeking a complete picture of the global insurance industry.

Dates and Location
May 21-22

Capital Hilton
1001 16th Street NW
Washington, DC 20036

Tuition
$400

In-Person
Washington, DC
Public

Register

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What others have said:

*The Forum was a wonderful avenue for effective interface between the regulator and the industry. It afforded a platform for discussions from various perspectives. The time management was really good.*
Introduction to the Insurance Industry

Course Description
The *Introduction to the Insurance Industry* course serves as an orientation to the fundamentals of insurance for new regulators and insurance industry professionals. Through independent study, you will be introduced to such topics as the role of insurance in our economy, insurance and the management of risk, and insurance product lines, among others. A primary objective of this course is to provide new regulators and industry professionals with a working knowledge of insurance. A secondary objective is to offer a balanced, systems-oriented view of how industry professionals and regulators work together to protect and meet the needs of consumers.

This is a six-week text-based course. You will study the text *An Introduction to the Insurance Industry and its Regulation* and then complete an online exam.

Dates
Start any Monday

Tuition
$295
Introduction to Statutory Accounting Principles

Course Description
If you or your staff are looking for the perfect primer on statutory accounting, there is simply no better training source than the NAIC and our Introduction to Statutory Accounting Principles course! This course serves as a foundational introduction to the NAIC’s SAP series of learning events.

All of the basics are covered in these 11 units:
- Introduction to Insurance
- How to use the AP&P Manual
- Fundamental Statements
- SAP vs. GAAP Accounting
- Premium & Reserves
- Invested Assets – Bonds, Stocks, Fair Value
- Invested Assets – Mortgage Loans, Real Estate, Leases and Surplus Notes
- Invested Assets – Related Party Transactions, Goodwill and Limited Partnerships
- Premium Receivables and Non-admitted Assets, and EDP
- Liabilities and Contingencies
- Health Care Delivery Assets, Receivables and Adjustment Expenses

Dates
Start any Monday

Tuition
$445

Internet-Based
Non-Instructor Led
Public

Register

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What others have said:

I was very impressed with how well the information in this course was taught. I would definitely recommend this course to any of my coworkers as well as anyone who is currently working in the insurance industry.
Life Annual Statement Preparation

Course Description
NAIC’s new Life Annual Statement Preparation class is the latest addition to a suite of courses with annual statement themes. This three-week course offers the most up-to-date statutory accounting and reporting requirements, along with a fundamental understanding of statutory accounting principles (SAP) and the differences between SAP and Generally Accepted Accounting Principles (GAAP). You will learn about Assets, Liabilities, Risk-Based Capital and Reinsurance as they pertain to filing the life blank.

This class is designed for those with up to five years experience working with the life blank, whether in reporting, analyzing, or auditing.

Dates
October 19-November 9

Tuition
$695

What others have said:
I plan to send staff from my team to this course in the future. I found this to be the most useful learning experience I’ve had in a long time, and I know others in my group would greatly benefit from it as well.
Market Conduct Annual Statement (MCAS) Preparation

Course Description
The filing of MCAS can seem overwhelming. If you are new to the MCAS submission process or if you feel like you need a refresher course, this convenient training webinar will provide you with the information you need to complete MCAS submissions with speed, ease, and confidence. Learn about the many exciting changes with the NAIC’s new Online Submission Tool and be informed about the Data Definitions for the Market Conduct Annual Statement (MCAS). The webinar includes a comprehensive walk-through of the new MCAS filing process and detailed content regarding the data elements.

Dates
March-April

Tuition
$159

What others have said:
This was the first time I participated in a webinar from my office and I was a little intimidated with the set up at first. But, all went well and I found the session very informative. Thank you!
P/C Annual Statement Preparation

Course Description
Learn the most up-to-date statutory accounting and reporting requirements for property & casualty insurance without ever leaving your office!

After completing this three-week class, you will gain a fundamental understanding of statutory accounting principles, statutory filing requirements, and risk-based capital. You will see how the investment schedules data flows through the other parts of the statement and learn the impact reinsurance has on the insurance business and the required reporting. A sample P/C annual statement will be used throughout to support your learning.

Dates
September 8-29

Tuition
$695

Internet-Based
Instructor Led
Public

Register

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What others have said:

The class is actually exceeding my expectations. I have taken several statutory classes, but none through the NAIC. I feel these have been much more explanatory than other classes I have taken.
Risk-Focused Exams: The Role of an Examining Actuary

Course Description
If you are an actuary who supports risk-focused examinations, this course has been designed especially for you! Under the risk-focused examination approach, it is expected the examining actuary will be more involved throughout the examinations process. This course will prepare actuaries to be more effective in supporting examinations.

While this training provides an examining actuary with some basic knowledge of risk-focused examinations, it may also be beneficial for the examining actuary to complete NAIC’s Risk-Focused Examination Training or have some familiarity with the NAIC Financial Condition Examiners Handbook.

This course is open to appointed actuaries and interested parties (industry). Examiners-in-Charge and other supervising examiners may benefit from this training by gaining a better understanding of how they should be integrating the actuary into the examination team.

Dates
Start any Monday

Tuition
$345

Internet-Based
Non-Instructor Led
Public

Register

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What others have said:
I was very impressed with how well the information in this course was taught. I would definitely recommend this course to any of my coworkers as well as anyone who is currently working in the insurance industry.
SERFF Training

Course Description
The System for Electronic Rate and Form Filing (SERFF) team and NAIC Education & Training are bringing SERFF Training directly to you in a live, online format without an increase in price from the prior year. This training is offered by NAIC staff that has over 10 years experience in training SERFF to all state and industry users.

This NAIC instructor-led course is designed specifically for industry personnel associated with submitting electronic filings with the SERFF system. This hands-on training will enable you to better understand the SERFF application and the entire filing process.

Dates
Multiple sessions are available.

Tuition
$495

What others have said:
Great coverage, very thorough. Being able to watch, listen and be hands-on was the best.
Statutory Accounting and Reporting Issues Webinar Series

Course Description
Get up-to-date information directly from the source by participating in the 2015 Statutory Accounting and Reporting Issues Webinar Series!

Staff from the NAIC Financial Regulatory Services Division will explain the changes in 2014 that are published in the March 2015 Accounting Practices and Procedures Manual, as well as changes to annual statement reporting for annual 2015 and quarterly 2016. Plan to join others from around the country to learn information you may need to ensure compliance in your reporting. Have your reporting questions answered and learn about the statutory accounting and reporting issues currently being discussed.

Participants are expected to have some familiarity (one to two years experience) with statutory accounting principles and financial reporting. If you prepare, analyze or examine statutory financial statements, these webinars will benefit you. These webinars offer something for those in all lines of business (property/casualty, life and health).

Dates
September 22
September 24

Tuition
$275 (per webinar)

Webinar Public
Register
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What others have said:
I feel the webinar was very helpful; it provided research resources that will be useful during quarterly/annual filing periods. I would surely enroll in another seminar of this nature.