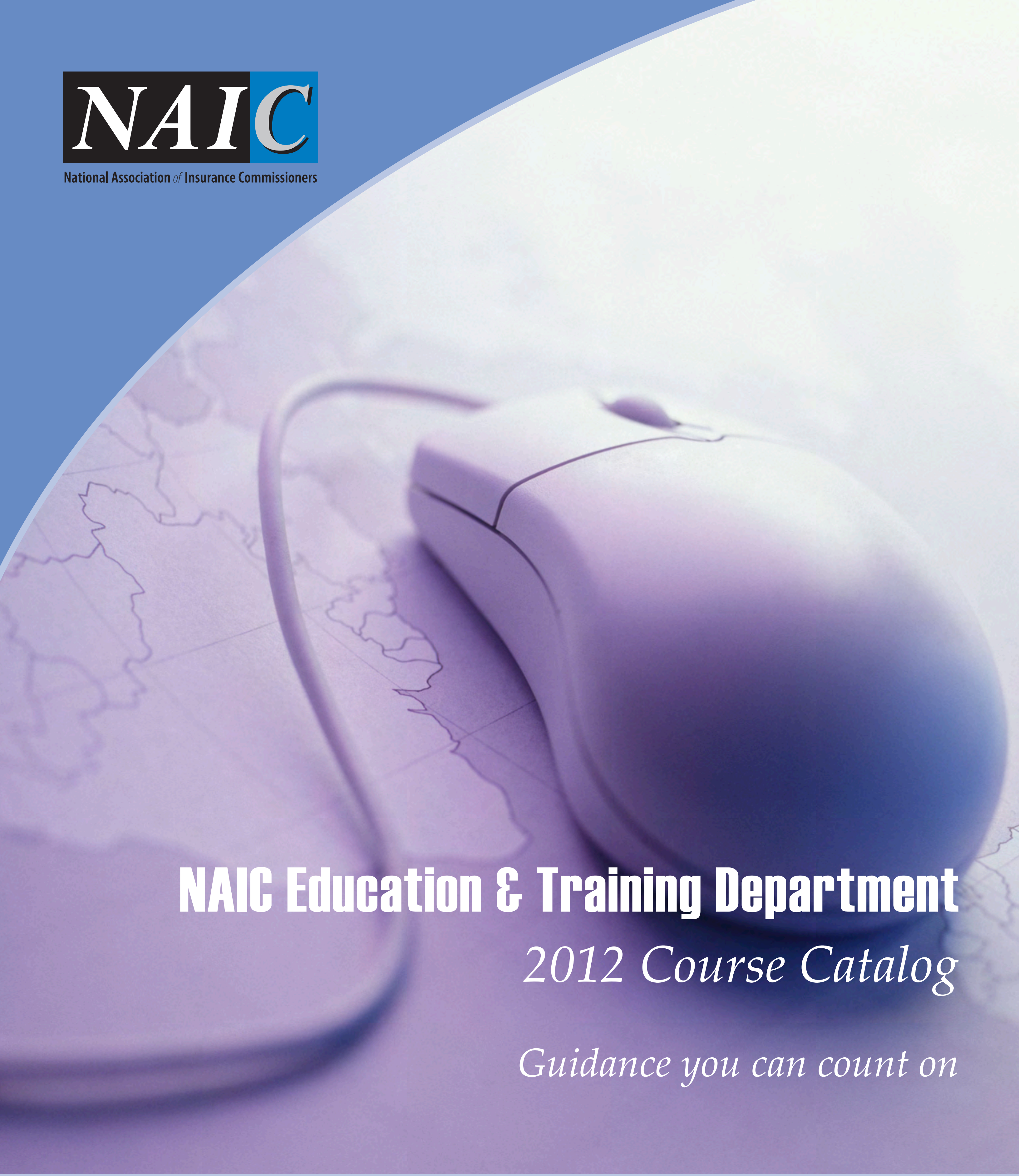
NAIC

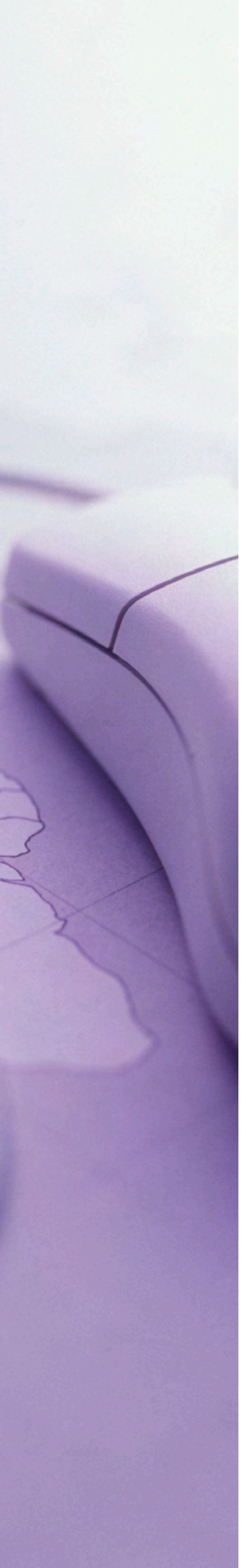
National Association *of* Insurance Commissioners



NAIC Education & Training Department

2012 Course Catalog

Guidance you can count on



NAIC Education & Training

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

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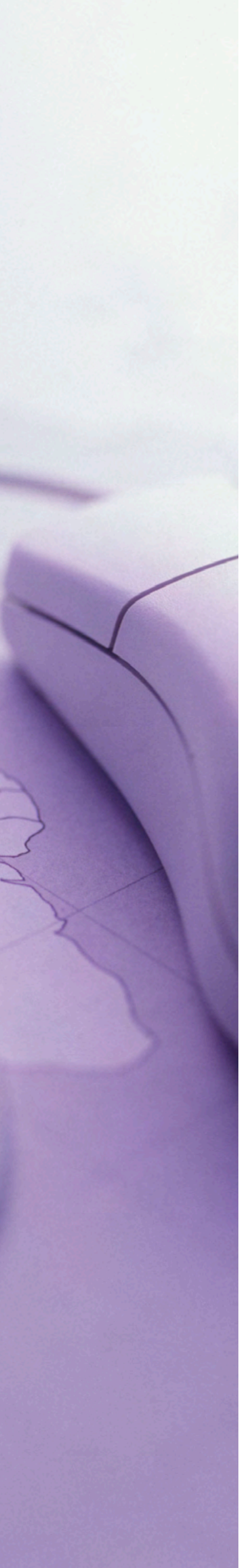

Contents

Regulator courses

Public courses

Auditing Skills Webinar Series

Course Description
If you are new to financial examination and not as familiar with basic auditing skills or if you are a more experienced financial examiner but would like a refresher on basic auditing skills, the NAIC has developed this webinar series for you!

The *Auditing Skills Webinar Series* covers the basics of auditing concepts and procedures for financial examiners within the context of the NAIC *Financial Condition Examiners Handbook*. Instruction details examination guidance included in the Handbook as well as Generally Accepted Auditing Standards (GAAS). The series covers topics ranging from audit/exam assertions to sampling guidance. As part of the instruction, the webinars include examples and hands-on exercises to reinforce the instruction provided.

Content in this series is targeted to financial examiners. It is assumed that participants will have a basic knowledge of the seven phases of a risk-focused examination.

Tuition
$95 for state insurance regulators per webinar
$190 for all other regulators per webinar

Webinar
Regulator Only

View Course Brochure

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What others have said:

I thought that the format was great. We did it as a group and were able to discuss the reasons that given answers were correct or incorrect which added to the understanding.

Basic Fraud Investigations

Course Description
This two-week online self-study 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
$245 for state insurance regulators
$445 for all other regulators

Self-Study
Regulator Only

View Course Brochure

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Consumer Assistance Training

Course Description
The *Consumer Assistance Training Online* course provides regulators with an overview of the NAIC's Complaint Database System (CDS) and the complaint codes used for this system. Particular emphasis is placed on how states can create greater consistency and uniformity in their coding and reporting to the CDS. The impact of complaint coding on market analysis and state enforcement efforts is also explored.

Dates
Apr 16-23
Nov 12-19

Tuition
$295 for state insurance regulators
$495 for all other regulators

Online
Regulator Only

View Course Brochure

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What others have said:

Not having taken an online course before, I wasn't sure what to expect. However, I learned a lot and will be able to use the material in future training and day to day work here at our agency.

Corporate Governance

Course Description
Corporate Governance is a PIR-level Designation program course that 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
- Model Laws and Corporate Governance
- Examinations

Dates
Nov 12-19

Tuition
$~~295~~ *waived* for state insurance regulators
$495 for all other regulators

Classroom
Regulator Only

View Course Brochure

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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.

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 class 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
Apr 2-16
Aug 6-20

Tuition
$395 for state insurance regulators
$595 for all other regulators

Online
Regulator Only

View Course Brochure

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What others have said:

I've been on the job for 6 months and it was an opportune time to enroll in this course.

This was the first time I had experienced an online course. I enjoyed it and would participate again.

Fraud Directors Forum

Course Description
This is a new webinar for 2012! Check back for more details!

Dates
Nov 1

Tuition
$120 for state insurance regulators
$240 for all other regulators

Webinar
Regulator Only

View Course Brochure

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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 3-part webinar, you will receive access to pre-webinar self-study materials.

Date
Includes pre-webinar materials
June 14

Tuition
~~$275~~ *waived* for state insurance regulators
$550 for all other regulators

Webinar
Regulator Only

View Course Brochure

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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 in *Introduction to Financial Regulation Online*. Through this introductory four-week course, you will gain an overview of several key areas of financial regulation:

- The P&C and life annual statements
- Assets and liabilities
- Differences between SAP & GAAP
- Tools available to you as examiners & analysts
- The financial analysis process
- The examination process, including the Risk-Based approach

You will also have the chance for hands-on work in I-SITE (available to state insurance regulators only).

New units are introduced each week, and you will work through the units by completing different types of activities: lectures, readings, online exercises, team assignments, and quizzes. A subject matter expert will be available throughout the four weeks to answer your questions.

Dates
May 7-Jun 4
Sept 4-Oct 2

Tuition
~~$595~~ *waived* for state insurance regulators
$795 for all other regulators

Online
Regulator Only

View Course Brochure

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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 new course, which is sure to become an essential component of every regulator's professional development plan.

Dates
Mar 19-26

Tuition
$295 for state insurance regulators
$495 for all other regulators

Online
Regulator Only

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Management & Leadership Effectiveness

Course Description
NAIC's *Management & Leadership Effectiveness* course is specially designed for regulatory professionals who are seeking tips and strategies to lead their teams more effectively. This is a time of significant change for insurance regulators, and in meeting the many regulatory objectives that lie ahead, leaders will be evaluated on what they are able to accomplish through other people. In this course you'll learn valuable skills and acquire invaluable tools for building, managing, and leading high performing, highly committed teams.

Unlike other management courses currently on the market, this course is tailored to the specific needs of department of insurance leadership and will include cases and other course elements that are designed with the content of actual insurance departments.

Dates & Location
Nov 5-7

NAIC Central Office
Kansas City, MO

Tuition
$495 for state insurance regulators
$695 for all other regulators

Online
Regulator Only

View Course Brochure

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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
Jul 16-Aug 6

Tuition
$545 for state insurance regulators
(this course is open only to state insurance regulators)

Online
Regulator Only

View Course Brochure

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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 new 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
Oct 15-Nov 5

Tuition
$495 for state insurance regulators
$695 for all other regulators

Online
Regulator Only

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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
Oct 9

Tuition
$67.50 for state insurance regulators

Webinar
Regulator Only

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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.

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
Feb 21-28
Nov 5-12

Tuition
$295 for state insurance regulators
$495 for all other regulators

Live Classroom Session
A special classroom version of this course will also be offered at the NAIC's E-Reg conference on April 30!

Tuition
$395 for state insurance regulators
$695 for all other regulators

Online
Regulator Only

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What others have said:

I really liked the discussions with the other states. It helped me communicate and learn how other states feel about the things we have learned throughout the course.

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 three-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
Oct 1-22

Tuition
~~$495~~ *waived* for state insurance regulators
$695 for all other regulators

Online
Regulator Only

View Course Brochure

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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
Finally, a course that 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
Jun 11-25

Tuition
~~$395~~ *waived* for state insurance regulators
$595 for all other regulators

Online
Regulator Only

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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
Feb 6-27
Jul 9-30

Tuition
$495 for state insurance regulators
$695 for all other regulators

Online
Regulator Only

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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.

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
Oct 9-23

Tuition
~~$395~~ *waived* for state insurance regulators
$595 for all other regulators

Online
Regulator Only

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What others have said:

The facilitators were very quick to respond to discussion topics and to give feedback on the assignments, which was very helpful.

Risk-Focused Examination Training

Course Description
If you have not already attended a Risk Assessment Training class, you will not want to miss this online course! Risk-Focused Examination Training is designed to assist state employed examiners in increasing the effectiveness of your state's examination process by focusing procedures specifically on areas of greater 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 revised Financial Condition Examiners Handbook pertaining to risk surveillance
- Identify the risk inherent in an insurer's operations and utilize that evaluation in formulating the ongoing surveillance of an insurer
- Incorporate prospective risk into the examination procedures
- Bring focus to management's ability to identify, assess and manage the business risks of the insurer

Dates
Start any Monday beginning April 16

Tuition
~~$245~~ *waived* for state insurance regulators and contract examiners

Online
Regulator Only

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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.

Risk-Focused IT Review

Course Description
In years past, the Information Systems Questionnaire (ISQ) located within Exhibit C of the Financial Condition Examiner's Handbook was utilized as a tool to assist examiners in completing this portion of the financial examination.

Exhibit C was completely revised in 2009 to be more conducive to the risk-focused examination approach and now uses COBIT® as its basis. COBIT is an IT governance framework that helps bridge the gap between control requirements, technical issues and business risks. This framework is largely adopted throughout the industry and is published by the IT Governance Institute within the ISACA website. This course provides an overview of the IT review process and tools used to complete the IT review. This course will not only be an overview, but will also give regulators a chance to review its application in real-life situations.

All financials examiners and IT examiners with limited experience in utilizing the recently revised 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
Apr 2-16

Tuition
$395 for state insurance regulators
$595 for all other regulators

Online
Regulator Only

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What others have said:

I found the input from various states regarding their experience with implementing the risk-focused approach to be very helpful as we are in the beginnings of this transition. I gleaned some very helpful insight from the others and plan to incorporate some of this experience into helping build our IT review process.

Surplus Lines

Course Description
In years past, the Information Systems Questionnaire (ISQ) located within Exhibit C of the Financial Condition Examiner's Handbook was utilized as a tool to assist examiners in completing this portion of the financial examination.

Exhibit C was completely revised in 2009 to be more conducive to the risk-focused examination approach and now uses COBIT® as its basis. COBIT is an IT governance framework that helps bridge the gap between control requirements, technical issues and business risks. This framework is largely adopted throughout the industry and is published by the IT Governance Institute within the ISACA website. This course provides an overview of the IT review process and tools used to complete the IT review. This course will not only be an overview, but will also give regulators a chance to review its application in real-life situations.

All financials examiners and IT examiners with limited experience in utilizing the recently revised 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
Apr 2-16

Tuition
~~$395~~ for state insurance regulators
$595 for all other regulators

Online
Regulator Only

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What others have said:

The panel consisted of well-informed, highly credentialed individuals who remain approachable and willing to entertain (and actually address!) questions "on the fly." I consider myself lucky to have had the opportunity to interact with such an impressive group.

Understanding the Federal Legislative 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 16-23

Tuition
$295 for state insurance regulators
$495 for all other regulators

Online
Regulator Only

View Course Brochure

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Advanced Fraud Webinar Series

Course Description
NAIC's popular fraud training course is now a convenient 3-part webinar series! Check back for more details!

Dates
Aug 21, 23, 28

Tuition
$360 for state insurance regulators
$720 for all other regulators

Webinar Series
Public

View Course Brochure

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Annual Statement Investment Schedules Preparation

Online
Public

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, and E, this course is highly recommended! Discover answers to questions such as: Which investment schedules do I fill out? What amount is reported in the Book/Adjusted Carrying value? What securities do I file with the SVO?

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.

View Course Brochure

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Dates
Nov 12-19
Dec 3-10
Dec 10-17

Tuition
~~$295~~ *waived* for state insurance regulators
$595 for all others

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.

Annuity Suitability Symposium

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. Join us prior to the NAIC Spring National Meeting in New Orleans for the Annuity Suitability Symposium.

The March 1 session is restricted to regulators. Industry professionals are invited to join the discussion on social media and annuity regulation on March 2.

Dates & Location
March 1 - Regulator Only
March 2 - Public

Hilton New Orleans Riverside
Two Poydras Street
New Orleans, LA 70130

Tuition
For state insurance regulators (March 1-2)
Early-bird discount $345 (received by January 29)
Regular registration $395 (received by February 9)
Late registration $445 (received after February 9)

For all other regulators (March 1-2)
Early-bird discount $645 (received by January 29)
Regular registration $695 (received by February 9)
Late registration $745 (received after February 9)

For industry/public (March 2 only)
Early-bird discount $275 (received by January 29)
Regular registration $325 (received by February 9)
Late registration $375 (received after February 9)

Classroom
Public

View Course Brochure

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Basic Derivatives

Webinar
Public

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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.

The webinar will cover
- What derivatives are and how they are used
- Helpful terminology to understand when discussing derivatives
- Examples of specific derivative products generally found on insurers' financial statements
- Current issues surrounding derivatives

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

Dates
May 16

Tuition
~~$120~~ *waived* for state insurance regulators
$240 for all others

Basic Insurance

Course Description
The *Basic Insurance* 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.

Dates
Start any Monday

Tuition
$99 for state insurance regulators
$199 for all others

Self-Study
Public

View Course Brochure

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Basic Reinsurance

Course Description
If learning more about reinsurance is on your professional to-do list for 2012, 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
Jul 23-30
Oct 22-29

Tuition
~~$295~~ *waived* for state insurance regulators
$595 for all others

Online
Public

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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.

Basic Structured Securities

Webinar
Public

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Course Description
Structured Securities, as the market uses that term, refers especially to residential mortgage-backed securities (RMBS), commercial mortgage-backed securities (CMBS), collateralized debt and loan obligations (CDOs & CLOs) and a wide variety of asset types falling under the umbrella of asset-backed securities (ABS).

Growth in this market over the last decade has been significant, even as corporate bond issuance has been soft. Overall the US insurance industry has approximately 10% of its invested assets in structured securities. However, the exposure at individual insurance companies is substantially higher. Certain asset types, including RMBS and CDOs (particularly CDOs collateralized by RMBS), received special attention with the recent financial market meltdown as potentially significant contributors to excessive risk-taking by investors. Structured securities are also the subject of provisions within the Dodd-Frank Wall Street Reform Act, providing for additional regulatory scrutiny.

This webinar will provide a basic primer on Structured Securities and will address the following:

- What are structured securities, how do they work and why do they work
- Benefits and potential pitfalls of investments in this broad asset class
- What state insurance departments should expect of companies domiciled in their state that have significant investments in structured securities

Date
Jan 17

Tuition
$120 for state insurance regulators
$240 for all others

The Compliant Organization: Best Practices for Leaders

Webinar Series
Public

Course Description
We've distilled the best of the best practices from our six-module *Managing the Cost of Regulatory Compliance* course and packaged it into a new condensed, easy-to-digest, three-module series. 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 web event you can't afford to miss.

View Course Brochure

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Dates
Jun 19: Establishing a Culture of Compliance
Jun 21: Steps in Developing an Effective Program
Jun 26: Implementing Your Program: A Long Term Investment

Tuition
$120 for state insurance regulators per webinar
Special Pricing! ~~$240~~ $120 for all others per webinar

What others have said:

The seminar 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.

Continuing Legal Education Seminar

Course Description
The NAIC sponsors an annual seminar for attorneys from state insurance departments, insurance companies, law firms, and government agencies, which qualifies for continuing legal education credit in most jurisdictions. The 2012 seminar will explore issues that may have an impact on state regulation of insurance.

Please check back for topic details.

Dates and Location
Dec 5

In conjunction with the NAIC Fall National Meeting
Gaylord National Hotel and Convention Center
201 Waterfront Street
National Harbor, Maryland

Tuition
$395 for state insurance regulators
$695 for all others

Classroom
Public

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What others have said:

I think that this hit on the hottest insurance regulatory topics at the present time. Well done.

I think it was very well organized, conducted and presented—chock full of very helpful information.

CLE Webinar: State General Counsels Forum

Course Description
This webinar allows you the opportunity to ask state insurance department general counsels questions you've always wanted to know. General counsels will offer their insights into several hot topics dealing with the insurance industry.

Check back for more details!

Dates
Dec 11

Tuition
$120 for state insurance regulators
$240 for all others

Webinar
Public

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What others have said:

I really appreciated hearing the information from various states regarding how they handle certain issues and their approach to routine issues.

I love the live webinar format. It allows me to obtain my CLE in a topic most relevant to my practice.

Core Legal Training

Course Description
This two-week self-study 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
$245 for state insurance regulators
$445 for all others

Online Self-Study
Public

View Course Brochure

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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 Oversight for Boards of Directors

Course Description
Expressly for members of insurance company boards and insurance company managers, this course will serve as a primer for board members and senior managers who have a limited background in insurance. This program will combine great networking with unmatched instruction in the field of insurance regulation.

Dates & Location
Oct 2

Baltimore, MD

Tuition
~~$245~~ *waived* for state insurance regulators
$645 for all others

Classroom
Public

View Course Brochure

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Emerging International Issues

Course Description
This is a new webinar for 2012! Check back for more details!

Dates
Sept 6

Tuition
~~$120~~ *waived* for state insurance regulators
$240 for all others

Webinar
Public

View Course Brochure

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

*Content on Schedule DL and Schedule Y Part 1A is also included in this course.

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
Oct 15-Nov 5

Tuition
~~$495~~ *waived* for state insurance regulators
$795 for all others

Online
Public

View Course Brochure

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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.

Holding Company Regulatory Act

Course Description
The NAIC's joint Executive Committee/Plenary adopted amendments to the Insurance Holding Company System Regulatory Act (#440) and Insurance Holding Company System Model Regulation with Reporting Forms and Instructions (#450) in December 2010. These models set standards for insurers within an insurance holding company system and for regulating transactions between insurance legal entities and other affiliated entities.

The 2010 amendments are timely in that they address important disclosures regarding enterprise risk that may exist within holding company systems, particularly risks identified during this most recent economic downturn. Substantially similar elements of the previous models are currently adopted in 51 jurisdictions and are an accreditation standard. This webinar will be of interest to anyone who desires to understand the background, nature and potential impact of the revisions.

Dates
Feb 15, 16

Tuition
$120 for state insurance regulators
$240 for all others

Webinar
Public

View Course Brochure

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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
Jun 4-11

Tuition
~~$295~~ *waived* for state insurance regulators
$595 for all others

Webinar
Public

View Course Brochure

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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.

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 2012 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 10-11

Washington Marriott at Metro Center
775 12th Street NW
Washington, D.C.

Tuition
For state insurance regulators
~~Regular registration $495 (received by Apr 19)~~
Tuition is waived for the Forum

For state/federal government
Early-bird discount $445 (received by Mar 29)
Regular registration $495 (received by Apr 19)
Late registration $545 (received after Apr 19)

For all others
Early-bird discount $745 (received by Mar 29)
Regular registration $795 (received by Apr 19)
Late registration $845 (received after Apr 19)

Classroom
Public

View Course Brochure

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What others have said:

Valuable program overall. All presenters offered useful information.

I enjoyed the opportunity to interact with individuals from differing regions of the country and the world.

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
Oct 9-30

Tuition
~~$495~~ *waived* for state insurance regulators
$795 for all others

Online
Public

View Course Brochure

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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

Life and Annuity
- March 29 1:30-3:30 p.m.
- April 10 10:00 a.m.-12:00 p.m.
- May 8 9:00-11:00 a.m.

Property and Casualty
- March 29 9:00-11:00 a.m.
- April 24 2:00-4:00 p.m.
- May 22 2:00-4:00 p.m.

Tuition

$159 for all

Webinar
Public

View Course Brochure

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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!

Market Conduct Examiners Forum

Course Description
This is a new webinar for 2012! Check back for more details!

Date
Sep 13

Tuition
$120 for state insurance regulators
$240 for all others

Webinar
Public

View Course Brochure

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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
Oct 1-22

Tuition
~~$495~~ *waived* for state insurance regulators
$795 for all others

Online
Public

View Course Brochure

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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.

Principle-Based Valuation of Life Products

Course Description
This is a new online course for 2012! Check back for more details!

Dates
Aug 27-Sept 11

Tuition
~~$395~~ *waived* for state insurance regulators
$695 for all others

Online
Public

View Course Brochure

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Producer Licensing at the 2012 E-Reg Conference

Course Description
Live and open to the public!

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

This special edition of the *Producer Licensing: Integrating Policy with Process* class blends the best of two dynamic instructional approaches—online and classroom—to create an intensive learning experience.

Date & Location
Apr 30, 8:00 - 11:30 a.m.
Pre-coursework available April 23

2012 NAIC/NIPR E-Reg Conference
Westin Crown Center, Kansas City, MO

Tuition
For state insurance regulators
Early-bird discount $345 (received by Mar 16)
Regular registration $395 (received by Apr 6)

For all others
Early-bird discount $645 (received by Mar 16)
Regular registration $695 (received by Apr 6)

Classroom
Public

View Course Brochure

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What others have said:

The panel of state regulators was the most helpful since their insights are invaluable to us in the industry.

Schedule P

Course Description
Schedule P is designed to provide insurance company management with information that allows them to monitor the company's loss ratios, the company's performance compared to peer companies, and the experience of its ceded reinsurance. It also provides regulators with information to analyze the effectiveness with which a company determines its reserves.

Because of the importance of the information in Schedule P, it is imperative that Schedule P be prepared properly. Yet, Schedule P contains unique insurance data and can pose a challenge to those responsible for its preparation and analysis. If you are responsible for preparing, reviewing or analyzing Schedule P, you are sure to benefit from this course regardless of your particular level of involvement in the process.

Dates
Sept 10-24

Tuition
~~$395~~ *waived* for state insurance regulators
$695 for all others

Online
Public

View Course Brochure

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What others have said:

I learned a lot in this course and feel that I will be more effective in my job preparing the annual statement.

Solvency Modernization Initiative

Course Description
The NAIC's Solvency Modernization Initiative (SMI) was announced in June 2008. Among other things, it includes study of financial supervisory modernization initiatives and solvency proposals in place or under development in other jurisdictions, including Australia, Canada, Switzerland, and the European Union. The initiative places emphasis on five key focus areas: capital requirements, international accounting, insurance valuation, reinsurance, and group solvency.

This session will focus on specific topics relating to the SMI. Please check back for topic details.

Dates
Sept 27

Tuition
~~$120~~ *waived* for state insurance regulators
$240 for all others

Webinar
Public

View Course Brochure

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What others have said:

This was a great webinar with excellent materials. The facilitator did a great job keeping everyone on track and focused.

Statutory Accounting and Reporting Issues Webinar Series

Course Description
Get up-to-date information directly from the source by participating in the 2012 *Statutory Accounting and Reporting Issues Webinar Series!*

Staff from the NAIC Financial Regulatory Services Division will explain the changes in 2011 that are published in the March 2012 Accounting Practices and Procedures Manual, as well as changes to annual statement reporting for annual 2012 and quarterly 2013. 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
Sept 18
Sept 20

Tuition
~~$120~~ *waived* for state insurance regulators
$240 for all others per webinar

Webinar Series
Public

View Course Brochure

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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.

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
~~$245~~ *waived* for state insurance regulators
$445 for all others

Online Self-Study Public

View Course Brochure

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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 9 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
Mulitple sessions are available. See the course brochure for details.

Tuition
$475 for all

Online
Public

View Course Brochure

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What others have said:

Great coverage, very thorough. Being able to watch, listen and be hands-on was the best.