



Insurance Regulator Professional Designation Program
Catalog of Approved Elective Courses

Updated July 1, 2009

Professional in Insurance Regulation (PIR)

America's Health Insurance Plans

Dental Benefits
Disability Part II, Advanced Issues
Fraud Part II, Key Products
Fraud Part II, Legal Issues
HIPAA Primer
HIPAA: Insurers, Guide for Insurance Company Workers
Long-Term Care Part II, Financing
Managed Care Part B, Management Structure
Medical Management Part II, Utilization Management
Medical Management Part III, Call Centers
Supplemental Health Insurance

AICPCU

Personal Risk Management and Property-Liability Insurance
Multiple Lines Insurance Production
Agency Operations and Sales Management
Property Loss Adjusting
Liability Claim Practices
Contract Surety
Insurance Uses of Technology
Statutory Accounting for Property-Casualty Insurers
Insurance Information Systems
Insurance Company Finance
Delivering Insurance Services
Ocean Marine Insurance
Inland Marine Insurance
Personal Insurance: Underwriting and Marketing Practices
Personal Insurance: Portfolio Management and Issues
Principles of Premium Auditing
Reinsurance Principles and Practices
Essentials of Risk Management
Surplus Lines Insurance Principles and Issues
Surplus Lines Insurance Practices

International Center for Captive Insurance Education (ICCIE)

An Introduction to Alternative Risk Financing Mechanisms
Understanding Risk and Risk Retention Mechanisms
Forming and Operating a Captive
Business Ethics in the Captive Insurance Industry

IRES (Insurance Regulatory Examiners Society)

MCM Program

LOMA courses

Marketing Distribution and Uses of Annuities
Annuity Systems and Administration
Regulation and Taxation of Annuities
Agency Administration
Insurance Administration
Management Principles and Practices
Accounting and Financial Reporting in Life Insurance Companies
Consumer Behavior; Consumer Behavior and Beyond
Customer Contacts; Strategies and Operations
Underwriting Life and Health Insurance
Bank Insurance Compliance: Fundamentals
Insurance Company Operations
Personal Financial Planning
Business Law for Financial Services Professionals
Investment Principles and Institutional Investing
Financial Services and Products for Organizations
Customer Service Strategies for the Health Care Environment
Personal Financial Planning
Survey of Commercial Risk Management and Insurance
Commercial Underwriting: Principles and Property
Principles of Suretyship
Essentials of Risk Control
Financial Planning: Process & Environment

Society for Financial Professionals (CLU) courses

Income Taxation
Life Insurance Law
Group Benefits
Investments

SOFE (Society of Financial Examiners) courses

Life & Health Insurance Accounting
Property & Liability Insurance Accounting

Other insurance-related courses approved in advance by the Designation Program Board.

Senior Professional in Insurance Regulation (SPIR)

America's Health Insurance Plans

- Disability Part III, Group and Worksite Issues
- HIPAA Advanced Issues
- Long-Term Care Part III, The Product
- Long-Term Care Part IV, Administration and Claims
- Managed Care Part C, Trends
- Medical Management Part IV, Case Management
- Medical Management Part V, Disease Management
- Medical Management Part VI, Quality Management

AICPCU

- Business and Financial Analysis for Risk Management and Insurance Products
- Commercial Liability Risk Management and Insurance
- Workers' Compensation and Managing Bodily Injury Claims
- Commercial Underwriting: Liability and Advanced Techniques
- Commercial Surety and Crime Insurance
- The Strategic Management of Information Management (AIM 40)
- Human Resource Management
- Managing Business Organizations Today
- Premium Auditing Applications
- Readings in Reinsurance Issues and Developments
- Risk Financing
- Risk Management for Public Entities
- Essentials of Supervision
- Supervisory Skills

International Center for Captive Insurance Education (ICCIE)

- Protecting the Captive: Predicting Risk, Reinsurance and other Transfer Mechanisms

LOMA

- Financial Aspects of Annuities
- Statutory Accounting for Life and Health Insurers
- Reinsurance Administration
- Legal Aspects of Life & Health Insurance – Canada
- Managing for Solvency & Profit in Life Insurance Companies
- Customer Relationship Management
- Bank Insurance Compliance: Fundamentals
- Insurance Company Operations
- Personal Financial Planning
- Business Law for Financial Services Professionals
- Investment Principles and Institutional Investing
- Financial Services and Products for Organizations
- Customer Service Strategies for the Health Care Environment

Personal Financial Planning
Survey of Commercial Risk Management and Insurance
Commercial Underwriting: Principles and Property
Principles of Suretyship
Essentials of Risk Control
Financial Planning: Process & Environment

Society for Financial Professionals (CLU) courses

Planning for Retirement
Planning for Business Owners and Professionals
Estate Planning Applications

SOFE (Society of Financial Examiners) courses

Examination Methods and Management
Analysis & Evaluation Procedures
Reinsurance

Note: The following is a non-inclusive list of approved course providers for continuing education for the designation program. The Designation Advisory Board must approve other potential course providers in advance. The Designation Advisory Board should approve specific courses for the renewal of a designation in advance.

NAIC	America's Health Insurance Plans
IRES CDS	AICPCU
SOFE	Drake University
SFP/CLU	Illinois State University
LOMA	ICCIE