



## Regulation of Insurance Products

February 6-27 • July 9-30

If you are new to rate and policy form regulation, you probably have a lot of questions. 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!

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

### Tuition

- \$495 for State Insurance Department Staff
- \$695 for All Other Regulators

Provides comprehensive course materials, access to subject matter experts who serve as course facilitators, and the opportunity to network with others from across the country.

### What others have said:

- *I would definitely recommend this course to beginning regulators such as myself. I liked the breadth and depth of the material covered.*
- *Overall, I thought it was a very good course and I will recommend it to others. I really enjoyed working at my own pace.*
- *I do now have a better appreciation of what our Rating and Forms staff goes through. I did enjoy the course and learned a lot about the regulation of insurance products.*

### Certificate of Completion and Continuing Education

To receive a Certificate of Completion and the documentation that you can use when requesting continuing education credit from other organizations such as SOFE or IRES, you must successfully complete this course. If you are a Designation Candidate, you must successfully complete the course to be eligible to take the exam. The requirements for successful completion are outlined in the course syllabus sent prior to the course and posted within the class.

Within two weeks after the course has ended, the administrator will review all coursework based on the guidelines listed on the syllabus. Determination of successful completion will be sent via e-mail to those who earn this notification. Thirty-eight (38) credits will be listed on continuing education materials for this three-week course. Partial credit is not awarded.

### Our Recommendations for Your Online Study

- Determine whether online learning is something you will benefit from by taking the short "Is Online Learning for Me" quiz at [www.naiconline.org](http://www.naiconline.org) and check your technical requirements prior to enrolling.
- Plan your study time in advance.
  - Online courses offer great flexibility but also require self-motivation, commitment, good time management skills, and space in which to study. You need to be able to fit your study time into your own work schedule.
- Review your course materials and the *Handbook for Distance Learners* that will arrive the week prior to the course.
- Set learning goals for yourself based on what you hope to accomplish by taking this class.
- Familiarize yourself with information in the course syllabus.
- Spend a minimum of two hours a day on your study.

### Cancellation Policy

Withdrawals for full refund are permitted up to three weeks before the beginning date of the course; cancellations after this date will result in no refund. Notification of cancellation must be received in writing. If issued, refunds will be mailed after the completion of the course. Substitutions are accepted up to one week before the course begins.

**REGISTER** online at <http://education.naic.org> or complete and return the registration form below by **January 16** for the first session or **June 18** for the second. Space is limited so you are encouraged to register early. You will be contacted via e-mail with confirmation of your registration, your password, and login information.

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FAX TO:  
816-460-7544

MAIL TO:  
NAIC Education & Training  
Post Office Box 870335  
Kansas City, MO 64187-0335

REGISTER ONLINE AT:  
<http://education.naic.org>

Name: \_\_\_\_\_

Title: \_\_\_\_\_

State/Organization: \_\_\_\_\_

Address (No PO Boxes): \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

- I am taking this as an NAIC Professional Designation course (optional for State Ins Dept Staff).
- I am applying for a Financial and Market Conduct Regulatory Education Grant (State Ins Dept Staff only. Payment must accompany registration form. See application for details.)

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*Please note that if shipping materials outside of the continental United States, additional fees will apply.*

#### Payment Method

- Check or Money Order payable to the NAIC (Payment must accompany registration form)
- Credit Card (We will contact you by phone to obtain payment information)
- Zone Funds / Grant Funds / Scholarship (Please circle one. State Ins Dept Staff only)