

# **Insurance Regulator Professional Designation Program Catalog of Approved Elective Courses**

## **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

### **The Institutes (formerly AICPCU)**

Personal Risk Management and Property-Casualty 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  
Finance and Accounting for Insurance Professionals  
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  
Risk Assessment  
Surplus Lines Insurance Operations  
Surplus Lines Insurance Products

### **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 must be approved in advance by the Insurance Regulator Professional Designation Program Advisory 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

**The Institutes (formerly AICPCU)**

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  
Commercial Underwriting: Principles and Property  
Principles of Suretyship  
Essentials of Risk Control

**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  
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  
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                                      The Institutes (formerly AICPCU)

SOFE    Drake University

SFP/CLU                                        Illinois State University

LOMA    ICCIE