INSURANCE ACHIEVEMENT

Navigate Your Way to a Chartered Property Casualty Underwriter (CPCU®) Designation

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What you'll find in this document:

Also:

Set Yourself Apart with a CPCU® Designation

In the turmoil of today's economy, clients prefer professionals with advanced designations who can provide them with a higher level of expertise to help them protect their assets and rebuild their investments. With an advanced designation, you can:

- Increase your income by 51%*
- Offer a wider range of products
- Possess specialized knowledge
- Boost your credibility

* By an average of 51%, according to the Bureau of Labor Statistics, U.S. Dept. of Labor

Overall Program Requirements for Earning the CPCU Designation

To earn your CPCU designation, the following are required by the American Institute for CPCU and Insurance Institute of America (AICPCU/IIA):

- Pass the exams for all five required and three elective courses
- Meet the experience requirements: You must be engaged in acceptable insurance activities for any 24 months (minimum of 17½ hours per week) during the five-year period immediately preceding the award of the CPCU designation.
- Take and abide by the Professional Ethics Pledge

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Why Earn Your CPCU®?

Chartered Property Casualty Underwriter (CPCU®) designees distinguish themselves from their colleagues with a high level of specialized knowledge regarding the financial, legal, operational, and technical aspects of risk management and insurance. CPCU designees are highly qualified to help clients:

- Assess risk management needs
- Manage personal/commercial loss exposures
- Determine property and casualty needs

CPCU® Curriculum

Candidates must pass eight examinations through the American Institute for CPCU® and the Insurance Institute of America, one for each of the five required courses and three concentration courses, to earn the CPCU designation:

Required Courses	
510	Foundations of Risk Management, Insurance, and Professionalism
520	Insurance Operations, Regulation, and Statutory Accounting
530	The Legal Environment of Insurance
540	Finance for Risk Management and Insurance Professionals
560	Financial Services Institutions
Choose your concentration (Courses may not be combined from both concentrations.)	
Commercial Concentration	
551	Commercial Property Risk Management and Insurance
552	Commercial Liability Risk Management and Insurance
553	Survey of Personal Risk Management, Insurance, and Financial Planning
Personal Concentration	
555	Personal Risk Management and Property-Liability Insurance
556	Personal Financial Planning
557	Survey of Commercial Risk Management and Insurance

How Long Will it Take?

- Most students invest 50-70 hours studying for each course.
- 15-24 months is a typical timeframe to complete the CPCU designation.

Can You Complete a Designation Faster?

- Insurance Achievement's 30-day study calendars, which you receive with every Essential Study Solution, provide the guidance you need to confidently prepare for your exam in one month.
- These study calendars will have you on track to earn your designation in one year or less.

How Much Will it Cost?

You pay a one-time, registration fee of $75 for your first CPCU exam. (You will be required to sign a statement on your matriculation form agreeing to abide by the AICPCU's Code of Professional Ethics.)

- For each course, there is also a required package per course which includes your text(s) and course guide, which ranges from $105 to $190 depending upon the course.
- For each course, we recommend that you use an Essential Study Solution ($149 per course) in order to:
    - Focus on the most current and essential content.
    - Test yourself with over 500 online practice questions per course.
    - View 40 or more streaming videos of instructors explaining difficult concepts.
    - Connect via email with instructors for personalized support.
    - Use course-specific and searchable FAQs.
    - Accelerate your learning with study calendars.
    - Walk into your exam with confidence.

Ask Your Company About Its Reimbursement Program

Many companies will reimburse their employees for the cost of successfully earning their CPCU designation including exam-prep programs such as the Essential Study Solution.

What are the Exams Like?

- For courses 510, 560, 551, 552, 555, and 556, the exams contain 30 to 35 short-answer essay questions and you will have three hours to complete each exam.
- For courses 520, 530, 540, the exams contain 85 to 100 objective questions. For courses 553 and 557, the exams contain 100 objective questions. You will have three hours to complete each exam.

Where Do You Take Your Exam?

You can take your course exam in one of two ways:

- At a Prometric Testing Center, located in more than 420 cities worldwide. (Log on to www.prometric.com/aicpcu to check locations near you.)
- At an on-site testing center. (Log on to www.aicpcu.org/examlocations to check locations near you.)

Did You Pass?

- For objective exams, you will usually receive a pass/nonpass notification as soon as you complete the exam.
- Essay exams are returned to the Institute for grading by as many as three graders. You usually receive your grade within one month.

How to Schedule Your Exam

First, you must register for your exam with the AICPCU at www.aicpcu.org or by phone at (800) 644-2101. The Institute will send you a confirmation via e-mail, which you will need to take with you to the exam. Then you will schedule your exam with either a Prometric Testing Center (www.prometric.com/aicpcu or call 877-311-2525) or an on-site testing center (www.aicpcu.org/examlocations).

You will need to select an exam window in which you will take your exam:

- January 15 – March 15
- April 15 – June 15
- July 15 – September 15
- October 15 – December 15

What Does the Exam Cost?

Early/Prometric	Late/Prometric	Testing Center
$235	$300	$220

There are reduced exam fees for the following.

- An employee of a state or federal insurance regulatory agency.
- A teacher or student in an accredited college or university.
- A full-time active duty member of the United States military.

Contact AICPCU Customer Service at customerservice@cpcuiia.org for more information.

Changing or Cancelling Your Exam Appointment

- To transfer to the next testing window contact the AICPCU at least three days before your scheduled exam to transfer and pay only a transfer fee (see below). Transfers requested fewer than three days before the scheduled exam are subject to the full registration fee.
    - On-site testing centers $80
    - Prometric testing centers $105
- To cancel an exam appointment, you must contact both the testing center and the AICPCU at least three days prior to your scheduled appointment. Students may be eligible for a credit.

What About Exam Day?

- Set aside an hour to thoroughly review your QuickSheet™ before leaving for your exam.
- Review Exam Tips in your online access on the Insurance Achievement website.
- Arrive at the testing center at least 30 minutes before your appointment.
- Bring two forms of ID bearing your signature, your confirmation email, directions to the test center, and your calculator.
- Read the full question (Exams contain both stand-alone and case-application questions.)
- Don't get hung up on hard questions. Mark them for review and come back later.
- Pace yourself.
- For objective exams, you will select your response with a mouse or the keyboard.
- For essay exams, you will type your answers using the keyboard.
- Cut-and-paste and some other word processing functions are not available during the exam.
- You can "mark for review" any questions that you want to come back to later.
- There is no penalty for guessing, so answer all questions.
- An examination cannot be restarted once you exit it.

What About Calculators?

Any solar- or battery-powered calculator not equipped with alphabetic keys or paper tape is permitted during an exam. Business/financial calculators that meet these criteria are permitted.

Can You Retake Your Exam?

You may take the same exam a total of two times during a given testing period and a maximum of four times per calendar year. You will need to pay the full applicable exam registration fee for all exam retakes.

Are There Continuing Education Requirements?

There are no continuing education requirements to maintain your CPCU® certification.

The Essential Study Solution

The Essential Study Solution for each course has been designed to help you walk into your exam with confidence. Each Essential Study Solution contains more study tools than any other provider because we understand that everyone's learning style is unique.

$149 per course

Study Notes

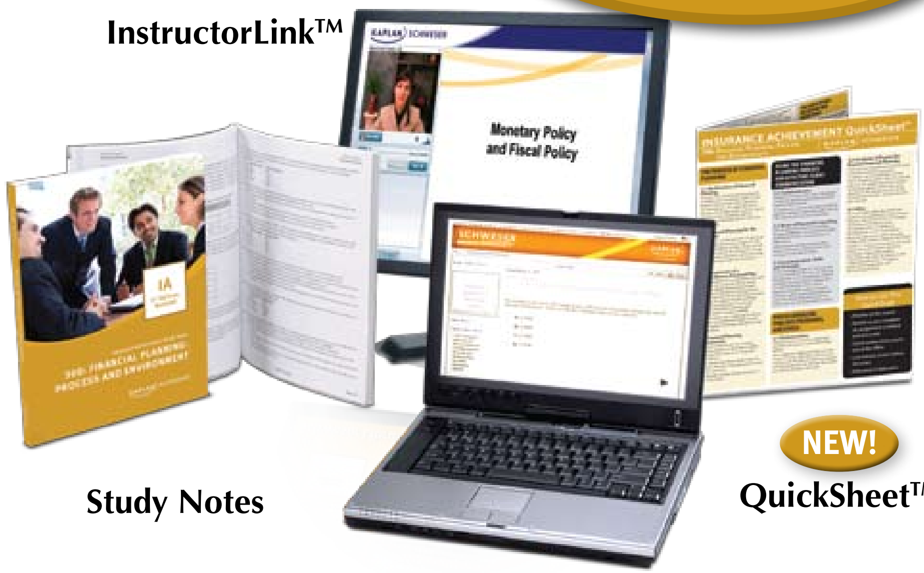
- Focus on the most current and essential content
- Benefit from realistic examples, terms to know, and key points

SchweserPro™ QBank

- Test yourself with over 500 online practice questions per course
- Build interactive practice exams
- Create online personal notes and bookmarks for future reference

InstructorLink™

- View 40 or more videos of instructors explaining key concepts
- Connect via email with instructors for personalized support
- Use course-specific and searchable FAQs from other students



QuickSheet™ NEW!

- On-the-go review, anytime, anywhere
- Review after an assignment or before a practice exam
- Last-minute review before your exam
- Use as a reference guide in your daily work

The Essential Study Solution Also Includes:

Assignment Summaries

- Use PDF Assignment Summaries for easy online access to core content
- Increase your comprehension of each course assignment

Study Calendars

- Use a strong study plan successfully used by others
- Choose from a 30-day schedule or a 14-day schedule

Exam Tips

- Maximize your score by using detailed exam tips to help prepare yourself for exam day

What Our Customers Say:

"Using your study guides to zero in on the more important issues and aspects of each exam, I was able to pass four exams in less than three months, without missing a beat in all of my other responsibilities!"

—Garry Winterland, ChFC®

"I must say the IA materials were the main reason I passed. Thank you for all your help."

—Laurie Strommen

What's New with Each Essential Study Solution?

QuickSheets are the Ultimate Anytime, Anywhere Study Tool

You'll find that QuickSheets just might be the most versatile study tool in the Essential Study Solution. They contain all of the key points from your Study Notes book. Use them for:

- On-the-go review – between meetings, on the road, or at home – whenever you have a few moments to spare.
- A review after an assignment or before a practice exam to cement key points in your mind.
- A critical last-minute review before your course exam. One quality hour with your QuickSheet™ could be the difference between passing and failing.
- An easy-to-use reference guide in your daily work.

Take on the Toughest Concepts with Confidence – Using Videos

Let's face it. In every course's curriculum, you'll encounter challenging topics along the way. We've created the video library for that specific reason, to provide you access to videos explaining the more difficult concepts. (By the way, the video library isn't new; however, it has greatly expanded in size.)

- There is an average of seven videos per course.
- The videos are focused and easy to grasp, averaging 10 to 15 minutes in length.
- All videos are written and produced by one of our Insurance Achievement faculty.
- Click here for a full list of video titles.

Total number of videos you will have access to:

CLU®	47
ChFC®	46
CPCU®	40
CASL®	27

Insurance Achievement — Video Titles

Insurance Achievement Video Library

- Your online access for your Essential Study Solution will include the videos listed below for your course.
- The videos are designed to help you understand the more difficult concepts for each course.
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- The videos are focused and easy to grasp, averaging 10 to 15 minutes in length.
- All videos are written and produced by one of our Insurance Achievement faculty.

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300: Financial Planning: Process and Environment (4)
Regulation of Financial Institutions
Using a Financial Calculator During Your Exam
Using Gifts in Estate Planning
Using the Marital Deduction in Estate Planning

311: Fundamentals of Insurance Planning (19)
Approaching Course 311: Fundamentals of Insurance Planning
Agency Relationships
Annuities
Cash Value Life Insurance
Continuation of Coverage
Individual Medical Expense Insurance
ISO Flood Coverage Endorsement for Commercial Property
Law of Torts
Managed Care Plans
National Flood Insurance Program (NFIP) Coverage for Commercial Property
Risk and Insurance: Defined and Distinguished
Selling Life Insurance Using Illustrations
Standard Policy Provisions
Term Insurance
The Fundamentals of Umbrella Liability Insurance
Traditional Medical Expense Coverage
Understanding Personal Umbrella Policies and the Self-Insured Retention (SIR)
Understanding Tort and Contract Remedies
Variations of Cash Value Insurance

321: Income Taxation (7)
Alternative Minimum Tax
Annuities
Capital Gains Tax and Holding Period
Exclusions from Gross Income
Tax on Sale of Personal Residence
Understanding the Kiddie Tax
Wash Sale Rules

322: The Financial System in the Economy (4)
Affecting the Economy: Monetary Policy and Fiscal Policy
Defined Benefit Plans vs. Defined Contribution Plans
Pension Plans: Key Features and Kinds
Regulation of Financial Institutions

323: Individual Life Insurance (9)
Annuities
Cash Value Life Insurance
Optional Policy Provisions and Policy Riders for Life Insurance
Selling Life Insurance Illustrations
Standard Policy Provisions
Taxation of Life Insurance Death Benefits
Term Insurance
Using a Financial Calculator During Your Exam
Variations of Cash Value Insurance

324: Life Insurance Law (6)
Agency Relationships
Law of Torts
Optional Policy Provisions and Policy Riders for Life Insurance
Standard Policy Provisions
Understanding Tort and Contract Remedies
Waiver and Estoppel in Insurance

326: Planning for Retirement Needs (4)
Defined Benefit Plans vs. Defined Contribution Plans
Meeting Retirement Needs: Projecting Needs, Planning Savings
Pension Plans: Key Features and Kinds
Traditional and Roth IRAs

328: Investments (9)
Approaching Course 328: Investments
Bond Yields: Ups and Downs in the Bond Market
Capital Gains Tax and Holding Period
Equity Investments
Investment Company Shares
Mutual Fund Ownership
Mutual Funds
Risk Measures
Using a Financial Calculator During Your Exam

330: Fundamentals of Estate Planning (14)
Approaching Course 330: Fundamentals of Estate Planning
Calculating the Federal Estate Tax
Charitable Giving – Federal Gift and Estate Tax
Defining the Gross Estate
Duties, Powers, and Liabilities of Trustees
Estate Planning – Basic Documents
Fundamentals of Trusts
General Probate Process
GRATs and GRUTs: Estate Reduction Using Qualified Retained Interests
Living and Testamentary Trusts
Probate Estate and Federal Gross Estate: How Do They Compare?
Understanding the Kiddie Tax
Using Gifts in Estate Planning
Using the Marital Deduction in Estate Planning

331: Planning for Business Owners and Professionals (5)
Alternative Minimum Tax
Defined Benefit Plans vs. Defined Contribution Plans
General Probate Process
GRATs and GRUTs: Estate Reduction Using Qualified Retained Interests
Probate Estate and Federal Gross Estate: How Do They Compare?

332: Financial Planning Applications (5)
Commercial General Liability (CGL) Insurance: Occurrence vs. Claims-made Coverage
Meeting Retirement Needs: Projecting Needs, Planning Savings
Pension Plans: Key Features and Kinds
Traditional and Roth IRAs
Using a Financial Calculator During Your Exam

334: Estate Planning Applications (12)
Calculating the Federal Estate Tax
Charitable Giving – Federal Gift and Estate Tax
Defining the Gross Estate
Duties, Powers, and Liabilities of Trustees
Estate Planning – Basic Documents
Fundamentals of Trusts
General Probate Process
GRATs and GRUTs: Estate Reduction Using Qualified Retained Interests
Living and Testamentary Trusts
Understanding the Kiddie Tax
Using Gifts in Estate Planning
Using the Marital Deduction in Estate Planning

350: Understanding the Older Client (0)

351: Health and Long-Term Care Financing for Seniors (1)
Annuities

352: Financial Decisions for Retirement (5)
Annuities
Defined Benefit Plans vs. Defined Contribution Plans
Meeting Retirement Needs: Projecting Needs, Planning Savings
Pension Plans: Key Features and Kinds
Traditional and Roth IRAs

CPCU 510: Foundations of Risk Management, Insurance, and Professionalism (7)
Commercial General Liability (CGL) Insurance: Occurrence vs. Claims-made Coverage
Mastering Your CPCU Essay Exam
Risk and Insurance: Defined and Distinguished
The Fundamentals of Umbrella Liability Insurance
Understanding Personal Umbrella Policies and the Self-Insured Retention (SIR)
Valuation Options for Building and Personal Property Coverage
Waiver and Estoppel in Insurance

CPCU 520: Insurance Operations, Regulation, and Statutory Accounting (5)
Agency Relationships
Commercial General Liability (CGL) Insurance: Occurrence vs. Claims-Made coverage
Law of Torts
Understanding Tort and Contract Remedies
Waiver and Estoppel in Insurance

CPCU 530: The Legal Environment of Insurance (3)
Agency Relationships
Law of Torts
Understanding Tort and Contract Remedies

Click Here for More Videos...

Insurance Achievement — Video Titles

CPCU 540: Finance for Risk Management and Insurance Professionals (5)
Annuities
Capital Gains Tax and Holding Period Equity Investments
Risk and Insurance: Defined and Distinguished
Using a Financial Calculator During Your Exam

CPCU 551: Commercial Property Risk Management and Insurance (9)
Builders Risk Insurance
Commercial Property Coverage Forms: How Do They Compare?
Coverage Options for Commercial Property Policies
Earthquake and Volcanic Eruption Coverage
ISO Flood Coverage Endorsement for Commercial Property
Loss Exposures For Property In Transit
Mastering Your CPCU Essay Exam
National Flood Insurance Program (NFIP) Coverage for Commercial Property
Valuation Options for Building and Personal Property Coverage

CPCU 552: Commercial Liability Risk Management and Insurance (6)
Commercial General Liability (CGL) Insurance: Occurrence vs. Claims-made Coverage
Law of Torts
Loss Exposures For Property In Transit
Mastering Your CPCU Essay Exam
The Fundamentals of Umbrella Liability Insurance
Understanding Tort and Contract Remedies

CPCU 553: Survey of Personal Risk Management, Insurance, and Financial Planning (28)
Annuities
Calculating the Federal Estate Tax
Capital Gains Tax and Holding Period
Cash Value Life Insurance
Charitable Giving – Federal Gift and Estate Tax
Continuation of Coverage
Defining the Gross Estate
Duties, Powers, and Liabilities of Trustees
Estate Planning – Basic Documents
Fundamentals of Trusts
General Probate Process
Individual Medical Expense Insurance
Law of Torts
Living and Testamentary Trusts
Managed Care Plans
National Flood Insurance Program (NFIP) Coverage for Commercial Property
Optional Policy Provisions and Policy Riders for Life Insurance
Pension Plans: Key Features and Kinds
Probate Estate and Federal Gross Estate: How Do They Compare?
Risk and Insurance: Defined and Distinguished
Term Insurance
Traditional Medical Expense Coverage
Understanding Personal Umbrella Policies and the Self-Insured Retention (SIR)
Understanding the Kiddie Tax
Understanding Tort and Contract Remedies
Using Gifts in Estate Planning
Using the Marital Deduction in Estate Planning
Variations of Cash Value Insurance

CPCU 555: Personal Risk Management and Property-Liability Insurance (3)
Law of Torts
Mastering Your CPCU Essay Exam
Understanding Tort and Contract Remedies

CPCU 556: Personal Financial Planning (25)
Mastering Your CPCU Essay Exam
Alternative Minimum Tax
Annuities
Bond Yields: Ups and Downs in the Bond Market
Calculating the Federal Estate Tax
Capital Gains Tax and Holding Period
Cash Value Life Insurance
Charitable Giving - Federal Gift and Estate Tax
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Term Insurance
Traditional and Roth IRAs
Understanding the Kiddie Tax
Using Gifts in Estate Planning
Using the Marital Deduction in Estate Planning
Variations of Cash Value Insurance

CPCU 557: Survey of Commercial Risk Management and Insurance (11)
Builders Risk Insurance
Commercial General Liability (CGL) Insurance: Occurrence vs. Claims-made Coverage
Commercial Property Coverage Forms: How Do They Compare?
Coverage Options for Commercial Property Policies
Earthquake and Volcanic Eruption Coverage
Law of Torts
Loss Exposures For Property In Transit
Risk and Insurance: Defined and Distinguished
The Fundamentals of Umbrella Liability Insurance
Understanding Tort and Contract Remedies
Valuation Options for Building and Personal Property Coverage

CPCU 560: Financial Services Institutions (6)
Mastering Your CPCU Essay Exam
Affecting the Economy: Monetary Policy and Fiscal Policy
Annuities
Bond Yields: Ups and Downs in the Bond Market
Pension Plans: Key Features and Kinds
Regulation of Financial Institutions

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