



Kelley Insurance Center
212 Aliber Hall
29th and University Avenue
Des Moines, IA 50311-4505

*In cooperation with the American Institute for CPCU and Insurance Institute of America, and
Co-sponsored by the Society of Chartered Property Casualty Underwriters, Iowa Chapter*

IIA / CPCU Classes — Fall 2006

IIA Classes – All Classes Meet Mondays 4:00 – 5:50 PM beginning 08/21/06

INS 21 – Property and Liability Insurance Principles

Instructor: **Dean Brooks, CPCU, CLU, ALCM**

Territory Manager, State Auto Insurance Companies

This course is an overview of the insurance business. Topics include: What Insurance Is ♦ How Insurance Is Regulated ♦ Who Provides It ♦ How Financial Performance of Insurers Is Measured ♦ Underwriting ♦ Claims ♦ Insurance Contracts ♦ Property Loss Exposures and Policy Provisions ♦ Liability Loss Exposures and Policy Provisions ♦ Risk Management ♦ Marketing

♦ ♦ **INS 21 CLASS BEGINS AUGUST 21, 2006** **OCTOBER 15 – DECEMBER 15, 2006 TEST WINDOW** ♦ ♦

INS 22 – Personal Insurance

Instructor: **Jeff Jeffus, CPCU, AAM, AIM, CAM**

Personal Sales Specialist, State Auto Insurance Companies

This course provides an analysis of personal loss exposures and personal insurance coverages. Topics include: Automobile Insurance and Society ♦ Health and Disability Insurance ♦ Personal Auto Policy ♦ Homeowners ♦ Other Residential ♦ Other Personal Property and Liability Insurance ♦ Life Insurance ♦ Personal Loss Exposures and Financial Planning ♦ Homeowners Variations/Endorsements/Rating

♦ ♦ **INS 22 CLASS BEGINS AUGUST 21, 2006** **OCTOBER 15 – DECEMBER 15, 2006 TEST WINDOW** ♦ ♦

AIC 35 – Property Loss Adjusting:

Instructor: **Leanne M Buell, CPCU, SCLA, AIC, AIS**

Field Claim Representative, Cincinnati Insurance

This course is designed to give a solid foundation in evaluating property losses. Topics include: Causes of Loss ♦ Persons/Property Insured ♦ Loss Adjusting Process & Procedures ♦ Fraud ♦ Arson ♦ Residential Construction ♦ Preparing Estimates ♦ Merchandise/Time Losses ♦ Auto Physical Damage ♦ Contractor's Equipment Material

♦ ♦ **AIC 35 CLASS STARTS SEPTEMBER 11, 2006** **JANUARY 15 – MARCH 15, 2007 TEST WINDOW** ♦ ♦

Location to be announced

Location to be announced

CPCU Classes – All Classes Meet Mondays 4:00 – 5:50 PM beginning 08/28/06

CPCU 510 – Foundations of Risk Management, Insurance, and Professionalism

Instructor: **Dan Crew, CPCU, CIC; Account Executive, LaMair-Mulock-Condon Co.**

This foundation course examines the basics of the insurance industry. Topics include: Code of Ethics ♦ Risk and Related Concepts ♦ Evaluating and Managing Risk ♦ Risk Management ♦ How Insurance Works as a Business ♦ Risk Financing Alternatives ♦ Fundamental Insurance Assumptions ♦ Insurance Contracts ♦ Insurable Interests ♦ Reading a Policy ♦ Common Policy Provisions ♦ Insured Events ♦ Amounts Payable ♦ External Factors Affecting Insurance Contracts

CPCU 520 – Insurance Operations, Regulation, and Statutory Accounting

Instructor: **Laura Burns, J.D., CPCU; Attorney**

An overview of how the various insurance functions interact with each other and with outside entities to provide insurance and related services. Topics include: Insurance Operations ♦ Regulation of Insurance ♦ Insurance Marketing ♦ Underwriting Property Insurance ♦ Underwriting Liability Insurance ♦ Ratemaking Principles ♦ Reinsurance ♦ Property and Liability Claim Adjusting ♦ Insurer Financial Management ♦ Insurer Business Strategy and Global Operations ♦ Insurer Financial Statements

CPCU 540 – Business and Financial Analysis for Risk Management and Insurance Professionals

Instructor: **Mark G. Kilian; CEO, Community Business Lenders**

This foundation course explores the various financial aspects of business. Topics include: Corporate Finance ♦ Time Value of Money ♦ Financial Statements and Taxes ♦ Discounted Cash Flow Valuation ♦ Interest Rates and Bond Valuation ♦ Stock Valuation ♦ Net Present Value and Other Investment Criteria ♦ Capital Investment Decisions ♦ Project Analysis and Evaluation ♦ Capital Market History ♦ Risk Metrics ♦ Cash and Liquidity Management ♦ Financial Engineering ♦ Mergers and Acquisitions

CPCU 551 – Commercial Property Risk Management and Insurance

Instructor: **Dean Zingg, CPCU; Property Subrogation Manager, Nationwide Insurance**

This is one of the Commercial Concentration courses. Topics include: Property Loss Exposures ♦ Building and Personal Property Coverage ♦ Causes of Loss Forms, Flood, Earthquake, and Specialty Forms ♦ Business Income ♦ Inland Marine and Ocean Cargo ♦ Crime ♦ Equipment Breakdown ♦ Businessowners and Farmowners ♦ Surety Bonds

Location to be announced

Location to be announced

Continental Western Group
11201 Douglas Avenue, Urbandale, IA

Location to be announced

Registration/Program Information

Registration:

Complete the attached registration form and mail it to the Kelley Insurance Center; FAX it to (515) 271-2187; or simply call us at (515) 271-2134. **Early registration is encouraged!** Students attending at least 80 percent of the classes but failing the national exam at the end of the course, may retake the same course for *no charge* the next time it is offered.

Course Fees:

\$160 for IIA Classes and **\$175** for CPCU Classes. Checks are to be made payable to: **Drake University**. Fees are due on or before **August 18, 2006, for INS 21 and INS 22**; **August 25, 2006, for all CPCU classes**; and **September 8, 2006, for AIC 35 unless your company or agency pays the fee.**

Late Registration Fee:

A **\$35** late fee will be charged by Drake University for students registering **after August 18, 2006, for INS 21 and INS 22, August 25, 2006, for all CPCU classes**, or after **September 8, 2006, for AIC 35.**

Textbooks:

Texts and study guides are not included in the course fee. They may be purchased at the University Book Store at 3003 Forest Avenue, or you may order them directly from the Institutes by phoning (800) 644-2101.

IIA/CPCU Exams:

Registration to take the national exams **must** be made with the American Institute for CPCU/Insurance Institute of America. Information on exam registration is provided in the course guides. **The exam window corresponding to AIC and CPCU classes is January 15 – March 15, 2007.** You must register for the exam by **January 15, 2007** to avoid a late exam registration fee. For **INS 21 and INS 22** the testing window is **October 15 – December 15** and the registration deadline is **October 15, 2006.**

The Customer Service number is: (800) 644-2101 or e-mail: cserv@cpcuiia.org

Continuing Education Credit:

After passing the exam you may call Customer Service at the AICPCU/IIA (800-644-2101) to apply for continuing education credit. For a nominal fee, they will file CE for you.

Students should check the AICPCU/IIA website: www.aicpcu.org for more detailed course information.

>> CANCELLATION POLICY <<

If you must cancel your registration, you must do so in writing by FAX, e-mail, or letter. Cancellation requests received prior to the second class will receive a full refund less a \$15.00 processing fee. Cancellation requests received after the second class are ineligible for refund. In the event of unforeseen circumstances or insufficient enrollment, we reserve the right to cancel a course. In such case, all fees will be refunded. Whether a course is to be held is determined *not later than* the first day of class by the number of students in attendance or enrolled.

IIA / CPCU Classes — Fall 2006 Registration Form

Course # and Title _____

Name _____ SSN _____

Home Address _____

City _____ State _____ Zip _____

Company/Agency _____ Fax _____

Company/Agency Address _____

City _____ State _____ Zip _____

Ph: Office _____ Home _____ E-mail _____

Fees: **INS: \$160.00** on or before August 18, 2006; **\$195.00** after August 18, 2006

CPCU: \$175.00 on or before August 25, 2006; **\$210.00** after August 25, 2006

AIC: \$160.00 on or before September 8, 2006; **\$195.00** after September 8, 2006

I prefer to pay by: Check – payable to Drake University Visa MasterCard Discover

Card # _____ Exp. Date _____

Bill my company **ATTN:** _____ E-mail _____

FAX: (515) 271-2187

e-mail: insurance.center@drake.edu

Phone: (515) 271-2134

Mail: Kelley Insurance Center - Drake University, 2507 University Ave., Des Moines, IA 50311- 4505

check our WEBSITE at www.kic.drake.edu