



# Designations for Insurance and Financial Professionals

A look at the certification programs from recognized organizations that lead to success.

## ACORD

Association for Cooperative Operations  
Research and Development

[acord.org](http://acord.org)



► **The Situation:** As insurance becomes more diverse, agents and brokers need the skills to prosper via new methods and products.

► **The News:** There are dozens of ways to become a credentialed practitioner in virtually any insurance and financial field.

► **The Upshot:** Earning professional designations confers expertise, ethical standards and heightened public trust.

### ACE: ACORD Certified Expert

**Description:** An ACE certification means that an individual has received consistent training, passed the exams required for the designation, and is up to date on the latest ACORD standards and versions through continuing education.

**Qualifications:** Criteria for receiving an ACE include taking three exams focusing on specific topic areas: participation in the standards process; business line specific standards (property & casualty/surety; life, annuity & health; or reinsurance & large commercial); and insurance product knowledge. Continuing education will also be mandatory for maintaining an ACE.

## AHIP

America's Health Insurance Plans

[insuranceeducation.org](http://insuranceeducation.org)



### EHBA: Employee Health Care Benefits Associate

**Description:** Students gain in-depth knowledge of benefit planning options that employers can combine in different ways to meet the needs of their employees. They also learn how a number of trends have changed the environment of health care and related benefits for retirees.

**Qualifications:** Eligible candidates have successfully completed a class and an exam.

### HIPAA Associate

**Description:** Students gain a working knowledge of that part of HIPAA known as the administrative simplification provisions. Curriculum includes overview of privacy rules, patients' and individual's rights, documentation, and guidelines on uses and disclosures of protected health information.

**Qualifications:** Eligible candidates will have successfully completed two courses and an examination.

### HIPAA Professional

**Description:** Students gain advanced knowledge of the HIPAA Standards for Privacy of Individually Identifiable Health Information in preparation for the role of privacy officer. The curriculum includes documentation; HIPAA terminology and the HHS Clarification of the Standards; and an elective to better understand the implications of HIPAA on home care, medical practice or insurers.

**Qualifications:** Eligible candidates will have successfully completed three courses and an examination.

### DBA: Dental Benefits Associate

**Description:** Carrier managers, carrier staffers or technical professionals working within the field of dentistry gain an understanding of dental benefits, plan design, and current trends impacting dental benefit insurance coverage, as well as an increased understanding of the impact of fraud and legal requirements on both coverage and plan management.

**Qualifications:** Three core classes on dental benefits and fraud, and an HIPAA primer.

### DHP: Disability Health Care Professional

**Description:** This program expands the specialized course of study offered in the Disability Income Associate program by focusing on disability income insurance, group and individual health insurance.

**Qualifications:** Eligible candidates have successfully completed five courses and an exam.

### DIA: Disability Income Associate

**Description:** Students will understand the fundamentals of the health insurance industry; the role of disability insurance; recent disability trends; and federal and state government disability programs, including Social Security Disability Insurance (SSDI) and state temporary disability income programs.

**Qualifications:** Online course work in three study modules, including contract analysis and case studies.

### LTCP: Long-Term Care Professional

**Description:** This program provides an understanding of the role of insurance in rising long-term care needs, methods of financing long-term care, claims and administration associated with the coverage.

**Qualifications:** Eligible candidates will have successfully completed four courses and an examination.

### MHP: Managed Health Care Professional

**Description:** Students gain knowledge and skills necessary to pursue a

### Agent/Broker

management position in the health insurance industry including an understanding of the broad management role and organizational structures, operations and administration of managed care.

**Qualifications:** Eligible candidates have successfully completed six courses and an exam.

#### **MMA: Medical Management Associate**

**Description:** This program is for health insurance professionals who wish to demonstrate an understanding of the concepts and reasons for medical management and its impact on the insurance industry. It also is for educators, providers of health care services, industry vendors, employees of preferred provider organizations, third-party administrators and others whose businesses and practices are affected by developments in health care.

**Qualifications:** Eligible candidates have successfully completed six courses and an examination.

**The American College**  
[theamericancollege.edu](http://theamericancollege.edu)



#### **CASL: Chartered Advisor for Senior Living**

**Description:** This designation recognizes comprehensive knowledge of financial, health, psychological and sociological issues confronting older clients.

**Qualifications:** Eligible candidates have successfully completed five courses and three electives in either a classroom or online setting or on a self-study basis.

#### **CAP: Chartered Advisor in Philanthropy**

**Description:** The CAP program is designed to assist anyone who advises clients about long-term planning for financial assets, including attorneys, CPAs, development officers, planned giving officers, financial planners, wealth advisers and insurance professionals.

**Qualifications:** The CAP designation can be earned by completing three required graduate-level courses, learned via self-study and online tools, and passing a two-hour exam at a proctored location.

#### **ChFC: Chartered Financial Consultant**

**Description:** Students gain expertise in insurance, tax credits, retirement planning, portfolio management, estate administration and other subjects.

**Qualifications:** Eligible candidates have successfully completed self-study or live classes. Seven core courses and two electives are required. Three years of full-time business experience is also required.

#### **CLU: Chartered Life Underwriter**

**Description:** This program focuses on life insurance products designed to meet the needs of individuals, business owners and professionals, including income replacement, estate planning and wealth transfer.

**Qualifications:** Eligible candidates have successfully completed five core classes and three electives in a classroom or online setting or on a self-study basis. Three years of full-time business experience is required. The three-year period must be within the five years preceding the date of the award.

#### **FSS: Financial Services Specialist**

**Description:** This basic program provides an overview of the a comprehensive financial plan, including insurance, risk management, employee benefits, investments, income tax, retirement and estate planning. The course also covers Social Security and Medicare.

**Qualifications:** The FSS Designation can be earned by successfully

completing three required courses, one of which deals with professional ethics; and three elective courses, along with all exams.

#### **LUTCF: Life Underwriter Training Council Fellow**

**Description:** Course work involves the basics of prospecting, business insurance, estate planning concepts, sales training, communication skills and knowledge of a wide range of life insurance, health insurance or multiline products and services.

**Qualifications:** Eligible candidates must successfully complete five to six courses, depending on their chosen field of study, including required Ethics course, and all examinations.

#### **MSFS: Master of Science in Financial Services**

**Description:** This intensive program provides the tools to analyze, plan and implement integrated financial and life strategies for practitioners in affluent markets, such as financial planners, life insurance specialists, CPAs and investment consultants.

**Qualifications:** To be admitted into the program, applicant must have a bachelor's degree from an accredited college or university, pay the required application fee, and submit official transcripts from each college or university attended. The MSFS degree requires the completion of 36 course credits—30 from required and elective courses and six from a four-day residency.

#### **RHU: Registered Health Underwriter**

**Description:** This designation is for those involved in group insurance benefits and health insurance for individuals and families. The program also helps students stay current with the major benefit protection laws, including COBRA, ERISA and HIPAA.

**Qualifications:** The two required courses and one elective course can be completed through independent study. Three years of full-time business experience is required. The three-year period must be within the five years preceding the date of the award.

#### **REBC: Registered Employee Benefits Consultant**

**Description:** Students gain knowledge necessary to become a professional in the sale and service of employee benefits plans. Individuals develop an understanding of the various types of group benefits and retirement plans.

**Qualifications:** The three required courses and two elective courses can be completed through independent study. Three years of full-time business experience is required. The three-year period must be within the five years preceding the date of the award.

#### **AICPCU/IIA**

American Institute for CPCU/  
Insurance Institute of America  
[aicpcu.org](http://aicpcu.org)



#### **AFSB: Associate in Fidelity and Surety Bonding**

**Description:** This program, developed with the National Association of Surety Bond Producers and the Surety & Fidelity Association of America, expands understanding of contract and noncontract surety, as construction, contract bond law, and the contract bid process

**Qualifications:** Five courses must be completed, including two CPCU-related classes.

#### **AIAF: Associate in Insurance Accounting and Finance**

**Description:** This program builds a foundation to understand insurance

accounting and finance. It covers practices, principles and procedures for preparing insurer financial statements according to requirements of the National Association of Insurance Commissioners and other regulatory bodies.

**Qualifications:** Four courses must be completed, included two CPCU-related classes.

#### **AIM: Associate in Management**

**Description:** This program includes human resource management, analysis of current business issues, and general management principles and practices. The courses in this program are best suited for mid-level managers, principals and underwriters.

**Qualifications:** Eligible candidates will have successfully completed three classes.

#### **AIT: Associate in Information Technology**

**Description:** This program helps students understand the functions and features of various technology products, develop a holistic view of insurance industry functions and processes and increase their knowledge and confidence when working with IT professionals and technical issues.

**Qualifications:** Candidates complete three courses.

#### **ANFI: Associate in National Flood Insurance**

**Description:** This new designation is designed for company underwriters, flood vendors and insurance and risk management professionals. The program will reinforce the technical, practical flood insurance knowledge and skills needed to confidently and accurately handle all aspects of flood insurance coverage.

**Qualifications:** Candidates complete an ethics course as well as a course in fundamentals, available starting in July; and an advanced studies course, available this October, and pass all necessary exams.

#### **AMIM: Associate in Marine Insurance Management**

**Description:** Courses build a foundation in both inland and ocean marine products and coverages. This designation was developed with the assistance of the Inland Marine Underwriters Association and the American Institute of Marine Underwriters.

**Qualifications:** Students must complete four core courses, including two CPCU-related classes; and two elective courses.

#### **API: Associate in Personal Insurance**

**Description:** Students gain an understanding of the personal property and liability insurance business, including underwriting, marketing practices, profitability and cost-control techniques.

**Qualifications:** Candidates will have successfully completed four courses.

#### **ASLI: Associate in Surplus Lines Insurance**

**Description:** The program provides a solid knowledge of a wide variety and uses of surplus lines insurance products.

**Qualifications:** Requires the completion of two core courses as well as two elective courses.

#### **AU: Associate in Commercial Underwriting**

**Description:** This program provides a strong foundation in underwriting principles and a broader understanding of advanced techniques for underwriting commercial property and liability exposures.

**Qualifications:** Candidates must complete three courses.

#### **CPCU: Chartered Property Casualty Underwriter**

**Description:** This designation indicates a broad understanding of property/casualty

insurance as well as a concentration in commercial or personal risk management.

**Qualifications:** All candidates must complete and pass five core courses, plus three courses from either the commercial- or personal-insurance concentration of studies. Candidates may not combine courses from both concentrations. They must complete suitable insurance or related activities for any 24 months (a minimum of 17.5 hours per week) during the five-year period immediately preceding the conferment of the CPCU designation.

### **American Society of Pension Professionals & Actuaries**

[asppa.org](http://asppa.org)



#### **CPC: Certified Pension Consultant**

**Description:** Conferred to benefits professionals working in plan administration, pension actuarial administration, insurance and financial planning.

**Qualifications:** Eligible candidates must complete pass eight exams and have at least three years of pension plan consulting experience.

#### **FSPA: Fellow, Society of Pension Actuaries**

**Description:** This program is for actuaries to certify their professional competence in actuarial and consulting aspects of pensions.

**Qualifications:** Eligible candidates must successfully complete a three-module course of study and an examination series, including the CPC-designation courses.

#### **MSPA: Member, Society of Pension Actuaries**

**Description:** This program is for consultants and administrators, actuaries and other benefit professionals.

**Qualifications:** Eligible applicants must successfully complete three examinations as required for Enrolled Actuary status, and have at least three years of responsible actuarial experience.

#### **QKA: Qualified 401(k) Administrator**

**Description:** This program is for retirement plan professionals who work primarily with 401(k) plans. They typically assist employers and consultants with recordkeeping, non-discrimination testing and administrative aspects of 401(k) and related defined contribution plans.

**Qualifications:** Eligible candidates must have at least two years of pension-related experience and will have successfully completed a four-examination series.

#### **QPA: Qualified Pension Administrator**

**Description:** This designation recognizes professionals who are qualified to perform the technical and administrative functions of qualified-plan administration.

**Qualifications:** Candidates with at least two years of pension-related experience may apply for this credential after successful completion of the six-examination series.

#### **QPFC: Qualified Plan Financial Consultant**

**Description:** This designation is for financial professionals who specialize in retirement plans, helping them gain knowledge and experience in the investment side of qualified retirement plans. It is not an entry-level credential.

**Qualifications:** Eligible candidates must have at least three years of investment-related experience and hold certain licenses. Applicants must demonstrate competence in specific areas of qualified retirement plans through completion of the four-examination series.

Agent/Broker

**Association of Average Adjusters of the U.S.**

[usaverageadjusters.org](http://usaverageadjusters.org)



**MHCP: Marine Hull Claims Professional**

**Description:** The designation provides a means for people involved in the adjustment of marine claims to attain a professional qualification. The designation recognizes that the industry needs professionals to meet the demands of clients, brokers and, increasingly, the regulatory environment. The designation offers recognition to individuals who provide the claims-adjusting services for United States marine insurers.

**Qualifications:** The designation is open to Resident Associates and Junior Members who have been continuously and actively employed as adjusters or as underwriter's claims examiners/adjusters mentored by a Full Member for at least three years as a Resident or one year as a Junior, and have successfully completed a written exam. Exam topics include policies, statutes, rules of practice and legal case studies.

**Association of Chartered Senior Financial Planners**

[acsfp.com](http://acsfp.com)



**CSFP: Chartered Senior Financial Planner**

**Description:** This designation is available to licensed insurance agents who wish to work in the areas of retirement planning and asset protection.

**Qualifications:** Eligible candidates have successfully completed three days of study in a classroom setting. Studies include trusts, annuities, long-term care and ethics.

**Board of Certified Safety Professionals**

[bcsp.org](http://bcsp.org)



**CSP: Certified Safety Professional**

**Description:** The CSP is a certification for those safety professionals who develop or administer procedures and standards to control or reduce hazards and exposures that potentially are harmful to people, property and the environment.

**Qualifications:** Candidates will have an Associate's degree in safety or a four-year degree in any subject from an accredited college; passed the Associate Safety Professional exams; have at least four years' professional experience; and successfully complete all other courses with exams.

**Casualty Actuarial Society**

[casact.org](http://casact.org)



**ACAS: Associate, Casualty Actuarial Society**

**Description:** Curriculum focuses on strategic, financial and operational risk and the integration of hazards within these risks.

**Qualifications:** Candidates must fulfill the exam requirements by successful completion of, or credit for, Exams 1-7, and have credit by Validation by Educational Experience for the required topics of economics, corporate finance and applied statistical methods. After completing examination requirements, all prospective Associate members must make formal application to the Casualty Actuarial Society. Candidates need to obtain letters of reference from two CAS members. After all requirements are met and application is made, each candidate is voted on by the CAS Executive Council.

**FCAS: Fellow, Casualty Actuarial Society**

**Description:** This designation indicates expertise in strategic, financial and operational risk and the integration of hazard risk with these risks.

**Qualifications:** Eligible candidates have fulfilled the requirements of Associate (ACAS) and successfully completed nine examinations.

**Certified Financial Planner Board of Standards**

[cfp.net](http://cfp.net)



**CFP: Certified Financial Planner**

**Description:** This designation indicates knowledge of competent, professional and ethical financial planning.

**Qualifications:** A bachelor's degree in any discipline is required to attain CFP certification. Other requirements include at least three years of qualifying full-time work experience. Candidates can complete a course of study offered by an education institution with a curriculum registered with the CFP Board. Regardless of program type, the curriculum taught must be the equivalent of at least 15 semester credit hours. Generally, the course work in a certificate level program can be completed in 18 to 24 months. The 10-hour exam is divided into three sessions.

**CFA Institute**

[cfainstitute.org](http://cfainstitute.org)



**CFA: Chartered Financial Analyst**

**Description:** This program is intended to supplement the education and work experience of investment professionals. Curriculum emphasizes the knowledge and skills needed to be involved in asset valuation or portfolio management.

**Qualifications:** Eligible candidates hold a bachelor's degree or the equivalent, or have four years of qualified professional work experience. They have successfully completed three sequential, six-hour examinations over at least two years. In addition, they have worked as an investment professional for at least three years. That work experience may be prior, concurrent or subsequent to exam completion. Candidates must maintain membership-in-good-standing with the CFA Institute. The institute estimates candidates will need 10 to 15 hours per week for 18 weeks to prepare adequately for the Level I or the Level II examination. The minimum length of time taken to sequentially pass all three exams is two years. On average, it takes more than four years for candidates to earn the CFA charter.

**CIPM: Certificate in Investment Performance Measurement**

**Description:** Those who pursue the CIPM designation will master best practices in calculating, interpreting and presenting investment performance figures.

**Qualifications:** Designed to train highly qualified, ethically grounded performance professionals. Two years' professional performance-measurement experience, or four years of investment industry experience, along with successful completion of two modules of study, are required.

**Chartered Alternative Investment Analyst Association**

[caia.org](http://caia.org)



**CAIA: Chartered Alternative Investment Analyst**

**Description:** A unique educational standard designed for individuals specializing in alternative investments. Covering hedge funds, real estate, private equity, commodities and managed futures, the CAIA

charter demonstrates commitment to professionalism and command of AI's unique fundamentals.

**Qualifications:** A college degree and one year of experience in a full-time capacity in the bank regulatory, banking, financial or related fields; or four years of experience otherwise. Two modules are involved: Level I uses investment analytics to examine the fundamentals of each alternative asset class; Level II applies these analytics within an asset allocation and decision-making framework. Candidates must pass the Level II exam within 3 years of passing the Level I exam to qualify for CAIA designation.

## College for Financial Planning

[cffpinfo.com](http://cffpinfo.com)



### AAMS: Accredited Asset Management Specialist

**Description:** Earning this designation trains financial professionals in building lasting client relationships and gathering assets under management.

**Qualifications:** Candidates must complete the program, pass the final examination and sign a code of ethics commitment and declaration form.

### CRPC: Chartered Retirement Planning Counselor

**Description:** This designation indicates expertise in various principles in the retirement planning field, including estate planning and asset management.

**Qualifications:** Eligible candidates successfully complete the program and exam. They sign a code of ethics commitment and declaration form. The curriculum is based on a client-centered, problem-solving method using case studies. Most students complete their studies for this designation within 2 months.

### CRPS: Chartered Retirement Plans Specialist

**Description:** This program is targeted to professionals who design, install and maintain retirement plans for the business community.

**Qualifications:** Eligible candidates have successfully completed a study program and exam. They sign a code of ethics commitment and declaration form.

## Conference of Consulting Actuaries

[ccactuaries.org](http://ccactuaries.org)



### ACA: Fellow, Conference of Consulting Actuaries

**Description:** This designation indicates expertise in strategic, financial and operational risk and the integration of hazard risk with these risks.

**Qualifications:** Eligible candidates have fulfilled the requirements of Associate (ACAS) and successfully completed nine examinations.

## Global Association of Risk Professionals

[garp.com](http://garp.com)



### FRM: Financial Risk Manager

**Description:** The FRM program provides analytical and technical skills in market risk, credit risk, operational risk and investment risk management.

**Qualifications:** A minimum of two years' experience in financial risk management or another related field, such as trading, portfolio management, academic or industry research, economics, auditing, risk consulting or risk technology. Graduates will successfully complete all study modules and pass the FRM certification exam.

## Institute of Business and Finance

[ibfs.com](http://ibfs.com)



### BCE: Board Certified in Estate Planning

**Description:** This designation indicates knowledge of estate accumulation, property transfers, tax issues, wealth preservation and distribution. The program is designed for brokers, advisers and planners.

**Qualifications:** The BCE consists of six modules, designed to be completed within 15 weeks. There are three non-cumulative exams, each based on two of the modules, and one written case study.

### CAS: Certified Annuity Specialist

**Description:** The program covers all the traditional aspects of fixed-rate and variable products; the materials also cover the different titling options and the estate and income tax ramifications of each.

**Qualifications:** Eligible candidates will have successfully completed three non-cumulative exams, each based on two of the modules, and one written case study.

## Insurance Data Management Association

[idma.org](http://idma.org)



### CIDM: Certified Insurance Data Manager

**Description:** The CIDM curriculum covers collection and reporting of insurance data, data quality control techniques and essential organizational and technological expertise. The program also consists of several non-IDMA courses that study insurance operations, loss exposures and coverages.

**Qualifications:** Successful completion of eight courses: four independent study courses from the IDMA curriculum, and four courses from the CPCU or LOMA or SOFE curriculum, or selected parts of the CAS curriculum; then successful completion of eight examinations.

## International Claim Association

[claim.org](http://claim.org)



### FLHC: Fellow, Life and Health Claims

**Description:** The FLHC Program is designed to provide an advanced level of claim education in life and health insurance and a thorough understanding of claim administration for both individual and group coverages.

**Qualifications:** Program curriculum consists of three groups of courses with a specific examination given for each course. They include the required introductory course segment; the Associate, Life and Health Claims segment; and the Fellow, Life and Health Claims segment. Successful candidates must pass a series of exams after each segment. For most examinations, two or three months of preparation are required.

## International Foundation for Retirement Education

[infre.org](http://infre.org)



### CRC: Certified Retirement Counselor

**Description:** The program gives retirement planners a mastery of the topics and issues involved in their profession, and requires adherence to a code of ethics and commitment to continuing education.

**Qualifications:** A bachelor's degree in any field and minimum two years' of related professional experience; or high school diploma and minimum five years' experience; acceptable background check; and the successful completion of a comprehensive, four-hour, 200-question proctored exam.

Agent/Broker

**International Foundation of Employee Benefit Plans**

[ifebp.org](http://ifebp.org)



**CEBS: Certified Employee Benefits Specialist**

**Description:** This certification is for professionals in the employee benefits and compensation field. The course track requires candidates to first earn designations in three areas of specialization: Group Benefits Associate (three courses); Retirement Plans Associate (three courses); and Compensation Management Specialist (three courses).

**Qualifications:** To earn a CEBS designation, eligible candidates must successfully complete eight courses (six mandatory, two elective) and pass a two-hour exam at a computer-based testing location.

**Investment Management Consultants Association**

[imca.org](http://imca.org)



**CIMA: Certified Investment Management Analyst**

**Description:** This program offers advanced expertise in asset allocation, manager search and selection, investment policy and performance measurement.

**Qualifications:** Candidates must be tested for eligibility and pass a background check before enrolling. Enrollees must successfully complete the course work at either The Wharton School or the University of California at Berkeley before taking the CIMA examination.

**CPWA: Chartered Private Wealth Adviser**

**Description:** The designation will certify financial advisers who work with clients with \$5 million to \$25 million to invest. The CPWA expands on IMCA's existing 18-month-long, three-part wealth management certificate program.

**Qualifications:** The designation requires five years' experience in the financial services industry and a bachelor's degree or at least one of six other professional designations, including certified financial planner. Course work takes about six months of study and concludes with a week of classroom instruction at the Booth School of Business, University of Chicago. Final exam required for certification.

**LIMRA**

Life Insurance and Market Research Association

[limra.com](http://limra.com)



**LLIF: Leadership Institute Fellow**

**Description:** Coursework involves a blended approach that includes interactive classroom-based programs, self-assessment activities and engaging in strategic coaching exercises. Successful candidates then attend the invitation-only Capstone Program at The Wharton School.

**Qualifications:** Eligible candidates obtain 15 credits by passing Limra-sponsored classes. At least five credits must be earned in the Leadership category; at least two credits in the Marketing category; at least two credits in the Financial category; and the remaining six credits are elective. Candidates then apply to attend the Capstone Program. LLIF designation is only conferred upon completion of the Capstone element.

**LOMA**

Life Office Management Association

[loma.org](http://loma.org)



**AAPA: Associate, Annuity Products and Administration**

**Description:** This program is for those who work in all areas of annuities.

**Qualifications:** Eligible candidates will have successfully completed LOMA's five annuity-specific courses and exams.

**AFSI: Associate, Financial Services Institute**

**Description:** Students gain a comprehensive business education in the context of the financial services industry.

**Qualifications:** Eligible candidates will have successfully completed three basic courses and two courses within the Fellow, Financial Services Institute Program curriculum, including exams.

**AIAA: Associate, Insurance Agency Administration**

**Description:** This program is for employees in agency branch offices, field offices and brokerages, or home office employees who interact with agency offices. Students gain knowledge of organization, customer service and technology; compliance and ethical issues; and leadership and employee supervision.

**Qualifications:** Eligible candidates will have successfully completed six courses and exams.

**AIRC: Associate, Insurance Regulatory Compliance**

**Description:** This designation indicates knowledge of state and federal regulation of insurance companies; financial examinations and market conduct examinations; state filing compliance; federal securities laws and how they apply to the sale of financial products; and specific regulations governing insurance.

**Qualifications:** Eligible candidates will have successfully completed six courses and exams.

**ALMI: Associate, Life Management Institute**

**Description:** This designation goes beyond the basics in helping industry professionals acquire critical knowledge about the life and health insurance business.

**Qualifications:** New curriculum begins in July 2010. Eligible candidates will have successfully completed five courses within the Fellow, Life Management Institute program curriculum and exams.

**ARA: Associate, Reinsurance Administration**

**Description:** Students gain knowledge of reinsurance principles, the financial importance of reinsurance, and the development, administration and auditing of reinsurance products.

**Qualifications:** Eligible candidates will have successfully completed six courses and exams.

**CPFS: Certified Professional in Financial Services**

**Description:** The CPFS education program increases professionalism in the various fields of financial services, such as banking, insurance, securities and financial planning.

**Qualifications:** Successful completion of five CPFS courses (four core classes and one elective), and exams. CPFS courses also earn credit toward LOMA's FFSI (Fellow, Financial Services Institute) designation.

**FFSI: Fellow, Financial Services Institute**

**Description:** This designation demonstrates expertise in developing, managing, administering, and supporting wealth accumulation products, retirement plans, employee benefits, banking products, mutual funds and other financial products.

**Qualifications:** Eligible candidates must complete seven core courses on two levels, and earned three Professional Achievement Credits through LOMA's job-specific education program of customized course work, along with exams.

**FLMI: Fellow, Life Management Institute**

**Description:** This designation for insurance and financial services professionals provides key knowledge of how this complex industry operates and an individual's role in the industry's continued strength in the global economy.

**Qualifications:** Eligible candidates will successfully complete 10 courses on two levels and a proctored final exam.

**National Alliance for Insurance Education and Research**

[scic.com](http://scic.com)

**CIC: Certified Insurance Counselor**

**Description:** This designation recognizes expertise in various types of insurance coverage. Course content is tailored to particular regions.

**Qualifications:** Eligible candidates are licensed agents, brokers or adjuster with at least two years' experience. Students must successfully complete five courses of study: agency management, commercial casualty, commercial property, life and health and personal lines. Each involves 20 hours of instruction, followed by an exam. (A Certified Risk Manager course may be substituted for one of the above courses of study).

**CISR: Certified Insurance Service Representative**

**Description:** This designation demonstrates an understanding of insurance coverages and the ability to analyze risks and exposures. Studies include commercial casualty exposures, commercial property, personal residential property, personal auto exposures and agency operations.

**Qualifications:** Candidates will have successfully completed five courses and exams. To keep the designation, candidates must update their knowledge each year with additional continuing education courses.

**CRM: Certified Risk Manager**

**Description:** Students gain expertise in all areas of managing risks, hazards and exposures.

**Qualifications:** Eligible candidates have successfully completed five courses. Each course involves two and one-half days of instruction, followed by an exam.

**National Association of Estate Planners and Councils**

[naepc.org](http://naepc.org)

**AEP: Accredited Estate Planner**

**Description:** This designation is awarded to attorneys, chartered life underwriters, certified public accountants, certified trust and financial advisers, chartered financial consultants and certified financial planners.

**Qualifications:** Candidates must meet stringent experience and educational qualifications, including two graduate-level courses administered by The American College.

**National Association of Health Underwriters**

[nahu.org](http://nahu.org)

**REBC: Registered Employee Benefits Consultant**

**Description:** This program focuses on providing the student with the knowledge necessary to become a professional in the sale and service of employee benefits plans.

**Qualifications:** Students complete three required courses and two elective courses and exams. Administered in conjunction with The American College.

**National Association of Insurance and Financial Advisors**

[naifa.org](http://naifa.org)

**LILI: Leadership in Life Institute**

**Description:** This six-month leadership development course is based on The Seven Habits of Highly Effective People by Stephen Covey, and the leadership writings of Jim Collins, John Maxwell and Kouzes & Posner.

**Qualifications:** Active NAIFA member for at least one year; pay student tuition; attend all six one-day sessions; fulfill required assignments; commit to two years of service in local NAIFA association.

**National Association of Insurance Women**

[naiw.org](http://naiw.org)

**CPIW/M: Certified Professional Insurance Woman/Man**

**Description:** This designation certifies professional development, technical knowledge and leadership skills. Course work stresses high standards, a commitment to continuing education and an awareness of industry issues.

**Qualifications:** Eligible candidates have been members in NAIW for at least two years, have been employed in the insurance industry for at least five years and completed the required classroom educational programs. Certification requires completion of one course offered by an outside insurance education provider.

**DAE: Diversified Advanced Education**

**Description:** This program is for candidates who have held the Certified Professional Insurance Woman/Man designation for at least three years and held continuous membership in the sponsoring organization for at least the preceding five years.

**Qualifications:** Among the ways to earn DAE: 25 hours of insurance or continuing education; professional development courses either as student or teacher; one class leading to an industry designation either as student or teacher.

**National Institute of Pension Administrators**

[nipa.org](http://nipa.org)

**APA: Accredited Pension Administrator**

**Description:** This designation focuses on the knowledge and skills needed to determine eligibility; allocate contributions; fulfill reporting and disclosure requirements; and other functions of pension administrators, retirement relationship managers and ERISA compliance specialists.

**Qualifications:** Candidates must complete four APA self-study courses and successfully pass examinations. Designees must maintain the designation by completing 15 hours of continuing education annually and maintaining current NIPA membership.

**APR: Accredited Pension Representative**

**Description:** This designation is for retirement plan personnel, financial consultants/planners and investment advisers, focusing on types of retirement plans, fiduciary responsibility, prohibited transactions, minimum coverage testing and requirement plan distributions.

**Qualifications:** Complete two APR self-study courses and examinations, or have an ERPA designation or insurance license. Must have an NASD Series 6, 7, 65, 66 or 24 license. Designees must maintain the designation by completing 10 hours of continuing education annually and maintaining current NIPA membership.

Agent/Broker

**Professional Liability Underwriting Society**

[plusweb.org](http://plusweb.org)



**RPLU: Registered Professional Liability Underwriter**

**Description:** This program provides a broad, basic understanding of the professional liability disciplines. It covers technical issues from a practical point of view, including underwriting, risk management, legal issues, claims review and marketing/sales of professional liability insurance.

**Qualifications:** The self-study program includes eight core requirements and passage of seven tests; five PLUS Curriculum elective modules and passage of exams; and minimum of two years in the industry.

**RIMS**

Risk and Insurance Management Society

[rims.org](http://rims.org)



**RF: Fellow, Risk and Insurance Management Society**

**Description:** Students gain skills and knowledge needed to identify and manage operational, financial, external and other risks in organizations.

**Qualifications:** Candidates must complete three college- or university-level courses: Risk Assessment, Risk Financing and Risk Control. Accounting and Finance courses are also required, along with two additional college- or university-level courses in either business, economics, MIS, law, insurance, marketing or management. At least five years of industry experience is mandatory. Requirements include 12 days of RIMS Fellow workshops.

**Society of Actuaries**

[soa.org](http://soa.org)



**ASA: Associate, Society of Actuaries**

**Description:** The preliminary SOA examinations provide an understanding of fundamental mathematical concepts and how they are applied, with recognition of the dynamic nature of these fundamental concepts. In addition, a set of computer-based modules exposes a broad range of techniques the actuary can recognize and identify as to their application and inherent limitations.

**Qualifications:** Eligible candidates will have successfully completed five examinations, three courses validated by educational experience, a series of online modules and exercises, and a professionalism course.

**CERA: Chartered Enterprise Risk Analyst**

**Description:** Curriculum encompasses a comprehensive demonstration of enterprise risk management. CERAs are qualified for risk-management leadership positions in many organizations including insurance, benefits,

financial services, energy, manufacturing, transportation and health care.

**Qualifications:** Candidates successfully complete five examinations, as well as an educational module and professionalism course. Completing the CERA curriculum takes an estimated three to four years, and successful candidates will also become Associates of the Society of Actuaries.

**FSA: Fellow, Society of Actuaries**

**Description:** Fellowship candidates choose a specialty track and complete the requirements of that track, which include financial risk of life insurance, health programs, retirement system, enterprise risk management, finance, or investment specialties.

**Qualifications:** The FSA designation is achieved by completing the ASA requirements plus e-Learning courses and modules, validation of educational experiences outside the SOA Education system, a professionalism seminar and the Fellowship Admissions Course.

**Society of Certified Senior Advisors**

[society-csa.com](http://society-csa.com)



**CSA: Certified Senior Advisor**

**Description:** This designation certifies knowledge about the health, financial and social issues that impact the majority of seniors in the U.S.

**Qualifications:** An acceptable background check is required. Eligible candidates must sign a code of ethics and successfully complete the required courses in a classroom, online or on a self-study basis and pass a 150-question exam covering five broad categories.

**Society of Insurance Trainers and Educators**

[insurancetrainers.org](http://insurancetrainers.org)



**ITP: Insurance Training Professional**

**Description:** This designation recognizes excellence in professional trainers. Requires both training and insurance experience and knowledge.

**Qualifications:** Eligible candidates must be members of the Society of Insurance Trainers and Educators. Candidates must show insurance knowledge through a certificate or designation or an insurance/financial services course of at least 20 hours, or a minimum of 10 years of insurance company experience in core competencies; evidence of training or accredited degree in adult education or a closely related field with significant education course work, or at least 20 semester hours in an undergraduate or graduate degree program; and a minimum of five years' experience as a trainer/educator.