



## SEMINARS AND CERTIFICATE PROGRAMS

### The Business of Insurance Certificate Program

This accelerated course is designed for individuals who wish to expand their breadth of knowledge of the insurance and risk management industry. Meeting on four consecutive Thursdays, the program provides a comprehensive overview of the major concepts and areas of expertise that are the fundamental aspects of the industry. No advance knowledge of insurance is required. This course provides 15 Continuing Education credits for all lines, and students receive a certificate from St. John's upon successful completion of the program.

Topics covered in The Business of Insurance include:

- Risk Management
- Regulation
- Insurance Company Operations
- The Law of Contracts
- Property & Casualty
- Life & Health
- Ethics
- Underwriting and Distribution
- Reinsurance
- Analysis of Insurance Company Financial Statements
- Current Trends in Insurance
- Marketing Strategies
- Insurance and the Courts

Course Name	Day/Date	Time	CE credits NY/NJ	Fee
<b>The Business of Insurance</b> (Hampton)	Four Thursdays, 3/25 – 4/15	9:00 am – 4:00 pm	15	\$1,795.

### NEW COURSE! Planning to Win: Sales Development Process Mapping

The purpose of this half-day seminar is the design and implementation of a Sales Development Process Map, supported with mathematical models for the development of leading sales indicators, and identification and implementation of course corrections as necessary.

The classroom experience is high interactive with intense focus on:

- Personal and Professional Goal Setting
- Measurement and Tracking
- The Sale as a Process
- Managing a Prospect Inventory
- Calendar Management
- Effective Prospecting Dialogue

Course Name	Day/Date	Time	CE credits NY/NJ	Fee
<b>Planning to Win</b> (Redmond)	Wednesday, 5/26	8:30 am – 12:00 pm	n/a	\$395.

### NEW COURSE! Overcoming Sales Call Reluctance

The purpose of this half-day seminar is to determine what blocks an individual or a team from executing on the sales process map through identification of specific call / contact reluctance behaviors. This results in the formulation of a personal prescription to overcome call / contact reluctance tendencies. The classroom experience is highly interactive and is centered on the analysis of an individual assessment tool along with evaluation of the "internal dialogue" experienced by the student. Each participant will receive an action plan that includes specific, proven steps to overcome their call reluctance tendencies. The plan is practical, simple, and can be applied immediately.

The workshop is followed up with a group coaching call. **There is a \$121 materials fee, payable directly to the instructor.**

Course Name	Day/Date	Time	CE credits NY/NJ	Fee
<b>Sales Call Reluctance</b> (Redmond)	Wednesday, 5/26	1:00 pm – 4:30 pm	n/a	\$395.

## SEMINARS & CERTIFICATE PROGRAMS continued

### The Brief Course in Reinsurance: A One-Day Intensive

This course is intended for those individuals who need to know the basic elements of reinsurance and how it functions, without the technical material. Participants will derive a fundamental knowledge of how the reinsurance business operates. A basic knowledge of insurance is required. This course provides 7 Continuing Education credits for all lines.

At the end of this program, participants will understand:

- The history of reinsurance & how it developed from insurance
- The basic concepts of reinsurance
- Special cases in reinsurance
- How reinsurance is written
- Why companies buy reinsurance
- How reinsurance is marketed
- How a program of reinsurance is developed

A glossary of reinsurance terms is also provided for use both during the seminar and as a future reference.

Course Name & Instructor	Day/Date	Time	CE credits NY/NJ	Fee
<b>Brief Course in Reinsurance</b> (Standing)	Thursday, 6/3	9:00 am – 5:00 pm	7	\$795.

### Marine Hull Adjusting: Principles and Practices

This 12-week course is part of our **Certificate in Marine Insurance**, and is designed to provide a uniquely comprehensive analysis of marine hull and machinery claims. Underwriters, agents, and brokers will be brought up to date with the ever-changing world of marine liabilities. Students will expand their knowledge so they are better able to service customers, and to book additional business. The last session of the course will involve an actual case study, including salvage, cargo damage, dry-docking and repairs to the ship.

Topics covered include:

- The Role of the Marine Surveyor
- Claims under American Terms & Conditions
- Review of International Policies, Rules & Terminology
- Collision Claims under Different Liability Scenarios
- Allocation of Expenditures in General Average
- Legal Rights to Assert General Average Contribution
- Actual and Constructive Total Loss
- Sue & Labor; Wreck Removal
- Builders' Risk and Ship Repairers' Liability Forms
- Collision & Towers' Liability Engagements
- Differences between American Institute Tug Form, American Institute Hull Form, AHAB Form, Taylor Form & Pacific Coast Tug/Barge Form

Course Title	Day/Date	Time	CE credits NY/NJ	Fee
<b>Marine Hull Adjusting: Principles and Practices</b> (Carney, Miles & Spencer)	Tuesdays, 2/9 – 4/27	5:30 pm – 8:00 pm	<i>Pending</i>	\$1,445. including course materials

## ACTUARIAL SCIENCE EXAM PREPARATION

The Center offers a comprehensive program designed to provide the knowledge and skills needed to pass the SOA-administered national exams. These courses provide students with a thorough understanding of the fundamentals of actuarial science and its effective application.

To register for the exams and to order books for these courses, please call the Society of Actuaries at: (847) 706-3500. Please note that the Society's registration dates are approximately six to eight weeks prior to the exam dates.

Exam	Course Name	Day / Dates	Time	Fee
<b>P/1</b>	<b>Probability</b> (Pathmanapan)	Five Sundays , 1/24 – 2/21	9:00 am – 4:00 pm	\$1195.
<b>FM/2</b>	<b>Financial Mathematics</b> (Pathmanapan)	Ten Thursdays, 1/21 – 3/25	5:30 pm – 8:30 pm	\$1195.
<b>MLC</b>	<b>Actuarial Models – Life Contingencies Segment</b> (Pathmanapan)	Twelve Wednesdays, 1/13 – 3/31	5:30 pm – 8:30 pm	\$1495.
<b>C</b>	<b>Construction &amp; Evaluation of Actuarial Models</b> (Weishaus)	Thirteen Thursdays, 1/21 – 4/15	5:30 pm – 8:30 pm	\$1495.

## AGENTS, BROKERS & ADJUSTERS LICENSING EXAM PREPARATION

We are approved to deliver the pre-license exam preparation courses you need if you intend to sit for the broker/agent state examination. If you are exempt from satisfying New York's 96-hour classroom requirement due to your professional experience, we offer a 28-hour cram course designed to help you master the material covered in the New York property and casualty agent and broker licensing examinations.

Tuition includes the cost of materials.

Course Name	Day	Dates	Time	Fee
<b>96-Hour P&amp;C Exam Prep Course: Session One</b> (Singleton) <i>Includes the 40-Hour Personal Lines Course. Students must attend the first six days. Fee: \$440.</i>	Tuesdays, Wednesdays, Thursdays and Three Saturdays	1/26 – 4/1  2/13, 3/6 and 3/27	6:00 pm – 9:00 pm  9:00 am – 4:00 pm	\$840.
<b>96-Hour P&amp;C Exam Prep Course: Session Two</b> (Singleton) <i>Includes the 40-Hour Personal Lines Course. Students must attend the first six days. Fee: \$440.</i>	Tuesdays, Wednesdays, Thursdays and Three Saturdays	4/20 – 6/24  5/8, 5/29 and 6/19	6:00 pm – 9:00 pm  9:00 am – 4:00 pm	\$840.
<b>28-Hour Cram Course: Session One</b> (Singleton) <i>Includes the Independent Adjusters Course. Students must attend the first day. Fee: \$440.</i>	Four Mondays	2/22 – 3/15	9:00 am – 5:00 pm	\$540.
<b>28-Hour Cram Course: Session Two</b> (Singleton) <i>Includes the Independent Adjusters Course. Students must attend the first day. Fee: \$440.</i>	Four Mondays	4/26 – 5/17	9:00 am – 5:00 pm	\$540.
<b>NY L/H Agents 40-Hour Licensing Course</b> (De Guzman)	Monday, Wednesday, Friday and Saturday	4/12 and 4/19, 4/14 and 4/21, 4/16 and 4/23  4/17	6:00 pm – 9:30 pm 6:00 pm – 9:30 pm 6:00 pm – 9:30 pm  9:00 am – 4:00 pm	\$540.

## AGENTS, BROKERS & ADJUSTERS CONTINUING EDUCATION

For agents and brokers, we offer a broad range of NYS and NJ approved Continuing Education programs.

- Since we do not cancel classes, there are **NO REFUNDS for Continuing Education classes**. Students who cannot attend class must notify us in writing 24 hours in advance, and may take another class on a subsequent date.
- Please note that as of February 2009, NY State has mandated that **STUDENTS WILL NO LONGER BE ABLE TO REPEAT COURSES**. Contact the NY State Insurance department if you have any questions: <http://www.ins.state.ny.us/abfaq.htm>.

### ATTENDANCE REQUIREMENT

In order to receive credits for any continuing education program, it is **MANDATORY** that you arrive on time and bring a photo ID. You must also follow the sign-in and sign-out procedures and attend the entire class session. You will forfeit your tuition and credits if you do not comply. **Credits are issued strictly on the basis of the number of hours spent in class.**

### SCHEDULE AND FEE

All courses meet on Thursdays, except when noted.

- Half-day courses (4 credits) are **\$95**.
- Full-day courses (8 credits) are **\$190**.

Course Name	Date	Time	CE credits NY/NJ	Applicable licenses
<b>Financial Components of Risk Management</b> (Fazio)	1/28	8:30 am - 5:00 pm	8	All lines
<b>Changing Language of Long-Term Care</b> (Stauffer-Daly)	2/11	8:30 am - 5:00 pm	8	LA, LB, C1
<b>Building / Personal Property</b> (Farina)	2/25	8:30 am – 12:30 pm	4	BR, PC, PA, C3

**AGENTS, BROKERS & ADJUSTERS CONTINUING EDUCATION** continued

Course Name	Date	Time	CE credits NY/NJ	Applicable licenses
<b>Errors &amp; Omissions</b> (Farina)	2/25	1:00 pm – 5:00 pm	4	BR, PC, PA, C3
<b>Commercial General Liability</b> (Terrerri)	3/10 (Wednesday)	8:30 am – 12:30 pm	4	BR, PC, PA, C3
<b>Workers Compensation</b> (Terrerri)	3/10 (Wednesday)	1:00 pm – 5:00 pm	4	BR, PC, PA, C3
<b>Advanced Life Insurance</b> (Terrerri)	3/24 (Wednesday)	8:30 pm – 12:30 pm	4	LA, LB, C1
<b>Bad Faith Issues in Health Insurance</b> (Terrerri)	3/24 (Wednesday)	1:00 pm – 5:00 pm	4	LA, LB, C1
<b>National Flood</b> (Graham)	4/8	8:30 pm – 12:30 pm	4	BR, PC, PA, C3
<b>Insurance Ethics</b> (Terrerri)	4/8	1:00 pm – 5:00 pm	4	All lines
<b>Universal Life Insurance</b> (Stauffer-Daly)	4/15	8:30 pm – 12:30 pm	4	LA, LB, C1
<b>Health Savings Accounts</b> (Farina)	4/15	1:00 pm – 5:00 pm	4	LA, LB, C1
<b>Agency Management</b> (Farina)	5/6	8:30 pm – 12:30 pm	4	All lines
<b>Legal Responsibilities of the Insurance Professional</b> (Farina)	5/6	1:00 pm – 5:00 pm	4	All lines

**CPCU/IIA DESIGNATION EXAM PREPARATION**

The professional designations conferred by the AICPCU/IIA represent an individual's commitment to and standing within the insurance industry. Through courses at the Center, you can prepare to attain these prestigious designations. All courses are taught by highly experienced industry experts, and include review sessions at the end of each course. Courses also offer CE credits.

**TO ORDER MATERIALS**

The course fee does not include the course materials. To order course materials or register for the exams, please call the IIA at: **(800) 644-2101**.

**FEE**

All courses are **\$695**.

Course #	Course Name	Day	Dates	Time
<b>AMIM 121</b>	<b>Ocean Marine Insurance</b> (Csorba, O' Donovan)	Tuesday	1/26 – 5/18	12:00 pm – 1:40 pm
<b>ARe 143</b>	<b>Primary Insurance Coverages</b> (Stewart)	Monday	1/25 – 5/24	5:30 pm – 7:30 pm
<b>ARM 54</b>	<b>Risk Assessment</b> (Felago)	Wednesday	1/27 – 5/19	5:30 pm – 7:30 pm
<b>ARM 55</b>	<b>Risk Control</b> (Terrerri)	Monday	1/25 - 5/10	5:30 pm – 7:30 pm
<b>ARM 56</b>	<b>Risk Financing</b> (Resnick)	Monday	1/25 – 5/24	5:30 pm – 7:30 pm
<b>INS 23</b>	<b>Commercial Insurance</b> (Ball)	Tuesday	1/26 – 4/27	5:30 pm – 7:30 pm
<b>CPCU 510</b>	<b>Foundations of Risk Management, Insurance &amp; Professionalism</b> (Clarke)	Thursday	1/28 – 5/20	5:30 pm – 7:45 pm
<b>CPCU 520</b>	<b>Insurance Operations &amp; Regulation</b> (Caniano)	Tuesday	1/26 – 5/18	5:30 pm – 7:45 pm
<b>CPCU 530</b>	<b>Legal Environment of Risk Management &amp; Insurance</b> (J. Halvorsen)	Monday	1/25 – 5/24	5:30 pm – 7:45 pm
<b>CPCU 540</b>	<b>Finance for Risk Management &amp; Insurance Professionals</b> (McGinn)	Thursday	1/28 – 5/20	5:30 pm – 7:45 pm
<b>CPCU 551</b>	<b>Commercial Property, Risk Management &amp; Insurance</b> (Fenniman)	Tuesday	1/26 – 5/18	5:30 pm – 7:45 pm
<b>CPCU 552</b>	<b>Commercial Liability, Risk Management &amp; Insurance</b> (Buono)	Wednesday	1/27 – 5/19	5:30 pm – 7:45 pm
<b>CPCU 560</b>	<b>Financial Services Institutions</b> (M. Halvorsen)	Tuesday	1/26 – 5/18	5:30 pm – 7:45 pm

# SPRING 2010

## Registration Form

Priority Code  
**Web**

Name (first name, last name)	Social Security Number (required)	Date of Birth (required)
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Company Name	Broker's License Number (for CE)	International student? Yes No
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Company Address (  Check here if this is your mailing address.  Check here if this is your billing address.)

City	State	Zip
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Home Address (  Check here if this is your mailing address.  Check here if this is your billing address.)

City	State	Zip
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Day Phone	Alternate Phone
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E-mail	Fax
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Course Title	Day / Time	Fee \$
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Course Title	Day / Time	Fee \$
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Course Title	Day / Time	Fee \$
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**PAYMENT** Please indicate payment method. Make checks payable to St. John's University.

Check  Money Order  Bill my company (attach letter of authorization\*)

Visa  MasterCard  American Express  Discover

\* **Note:** Continuing Education courses CANNOT be billed to a company.

Total  
\$

Card Number	Expiration Date
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Cardholder Name	Signature
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**TO REGISTER**

**By mail**

Complete this form and send it to:

**The Center for Professional Education**

St. John's University  
101 Murray Street, 4th Floor  
New York, NY 10007

**By fax**

Complete this form and fax it to (212) 732-6175

**CONTACT US**

**Phone** (212) 277-5161

**E-mail** cpe@stjohns.edu

**VISIT US ON THE WEB**

For additional information about all our courses and services, our website is:

[www.stjohns.edu/cpe](http://www.stjohns.edu/cpe)

**CANCELLATION POLICY**

All cancellation requests must be made **in writing**.

Cancellations up until the course's start date incur a 10% charge. Cancellations between the first and second session incur a 25% charge. There are no refunds after the second class session.

**Continuing Education courses are not subject to refunds** and must be

cancelled in writing more than 24 hours before the course meets; students may substitute another course at a later date. Qualified substitutes will be accepted to any course at no additional charge.

