

HOME OF THE ONLY
CAPTIVE INSURANCE DESIGNATION
IN NORTH AMERICA



ACI DESIGNATION PROGRAM COURSE GUIDE

The Associate in Captive Insurance (ACI) designation offered through ICCIE is earned following the successful completion of five core courses — proprietary classes created and designed by ICCIE's faculty members — and two electives available through the American Institute of Chartered Property Casualty Underwriters (AICPCU) and the Insurance Education Association (IEA). The core courses are offered face-to-face or on-line, and the electives are offered on-line or via independent study.

In addition, a designation candidate must complete three "hot topic" teleconferences prior to receiving his designation.

A student may also substitute a real world work project for one of his electives, following ICCIE's approval of the project.

For the schedule of classes (time, location, and format) visit our website (www.iccie.org) or contact the ICCIE office.

SPONSORS

The following contributors, through their early gifts to ICCIE, were vital to the birth of the program, and their support is greatly appreciated.

FOUNDING
PARTNER
(\$50,000 – \$99,999)



STATE FOUNDING
SPONSOR
(\$50,000 – \$99,999)



CLASSROOM
SPONSOR
(\$25,000 – \$49,999)



SEMINAR SPONSORS
(\$10,000 – \$24,999)

Aon Insurance Managers

Captive Insurance Company Assoc.

The Chittenden

Marsh Management Services

Munich American Re

SB&T Captive Management Co.

Title Industry Assurance Co. /
Title Reinsurance Company

DIRECTORS CIRCLE
(\$4,000 – \$9,999)

AIG

Contractors Casualty Co.

Downs Rachlin & Martin PLLC

Dwight Asset Management

Genesis Underwriting Mgmt. Co.

Johnson Lambert & Co.

Opus Investment Management

Paul Frank & Collins

Primmer & Piper, P.C.

Resort Hotel Insurance Company

USA Risk Group of VT

Willis

CHARTER MEMBERS
(\$2,500 – \$3,999)

Albert Heeg Investment
Management

McDermott, Will & Emery

Milliman USA

Saslow, Lufkin & Buggy

Strategic Risk Solutions

CONTRIBUTORS

Attorney's Liability Assurance Society

Captive Advisory Services

Church Insurance

Company of Vermont

Controlled Risk Insurance

Company of Vermont

Discover Re Managers Inc.

GENCON Insurance Company

Housing Enterprises Risk Services

IXP, Inc.

Minnetonka Insurance Company

Alan & Nancy Port

Risk Services Inc.

Specialty Transportation Insurance

Steel Tank Insurance Co.

Thomas FX Hodson

United Educators Insurance

RRG/United Educators

Wellington Management

Yankee Captive Management

YKK Corp. of America

AU 66 — Underwriting Commercial Liability

- Liability and Advanced Techniques
- Legal Foundations of Liability Underwriting
- General Liability: Premises & Operations/Products & Completed Operations
- Commercial Automobile: Business Auto/Motor Carrier/Garage
- Workers Comp
- Professional Liability
- Communication
- Reinsurance
- Quantitative Underwriting Tools
- Ratemaking
- Designing Underwriting Policy

ARM 54 — Essentials of Risk Management

- Risk Management Process & Decisions
- Establishing a Program
- Forecasting & Applying Forecasts
- Loss Exposure Analysis
- Information Systems
- Cash Flow Analysis
- Alternative Techniques

ARM 56 — Risk Financing

- Insurance as a Risk Financing Technique
- Excess & Umbrella Liability
- Reinsurance & Risk Financing
- Captives
- Self-Insurance
- Retrospectively Rated Plans
- Finite & Integrated Risk Insurance Plans
- Capital Market Products

AIAF 111 — Statutory Accounting for Property and Liability Insurers

- Insurance Accounting/Regulation
- Annual Statement Reporting
- Assets, Liabilities/Policyholders' Surplus
- Earned/Unearned Premiums
- Losses/Loss Expenses
- Investment Income
- Reinsurance Accounting
- SEC Reporting Requirements

NOTICE OF NONDISCRIMINATORY POLICY AS TO STUDENTS

The International Center for Captive Insurance Education will admit students of any race, color, national and ethnic origin to all the rights, privileges, programs, and activities generally accorded or made available to students of the Center. It will not discriminate on the basis of race, color, national and ethnic origin in administration of its educational policies, admissions policies, scholarship and loan programs, and other center-administered programs.



322 South Prospect Street, Burlington, VT 05401

P 802-656-1436

F 802-656-3891

Toll Free 1-866-60ICCIE

info@iccie.org www.iccie.org

CORE COURSES:

An Introduction to Alternative Risk Financing Mechanisms

The study of captive insurance begins with an understanding of the purpose of alternative risk transfer (ART), which is to find more efficient ways of financing risk.

In this course, participants will learn the:

- Definition of alternative risk
- Various types of captives
- Key terms used in the captive industry
- Pros and cons of various risk funding approaches

Understanding Risk and Risk Retention Mechanisms

In this course participants will focus on “risk”: what it means, how it is managed, and how it can be financed. The objective is to understand the element of risk that must be present if risk is to be managed using an insurance mechanism, and how insurance differs from other risk financing mechanisms.

Protecting the Captive: Predicting Risk, Reinsurance and other Transfer Mechanisms

This course will explore how a captive uses reinsurance to protect itself from unexpected high-severity or high-frequency losses and leverages its capital to earn underwriting income without retaining risk. Participants will learn when it makes sense for a captive to buy reinsurance. The flexibility of captive insurance allows an insured to finance risk off or on balance sheet, depending on which approach delivers the most financial benefit. Participants will learn how a captive can be used to allow an insured to finance retained risk off balance sheet.

In this course, topics covered include:

- Models for predicting risk
- How to use loss triangles
- Rate making
- Limitation of risk
- Calculating the total amount of risk retained
- Captive reinsurance
- Types of reinsurance
- Regulation of reinsurance
- Reinsurance agreements

Forming and Operating a Captive

This course explores the legal environment facing captive insurance companies and addresses factors that directly impact the formation of new captives and those that may impact the ongoing effectiveness of captives as risk management tools.

Participants in this course will examine:

- What determines domicile choice
- Information requirements of a feasibility study
- Regulations that impact the management of captives
- Solvency and liquidity ratios
- Required organizational documents and filing procedures
- Taxation of captives
- Ongoing responsibilities of directors
- Required underwriting documentation
- Required records and captive policies
- Reports and filing requirements
- Board reporting requirements

Business Ethics in the Captive Insurance Industry

This course focuses on legal and ethical issues related to business practices in the captive insurance industry. Through scenarios, case studies, and readings, participants will:

- Examine a CEO’s perspective on the changing leadership environment today relating to ethical behavior;
- Explore areas in the captive industry with potential ethical conflicts and examine both ethical and unethical responses to these dilemmas;
- Explore the need for a “code of conduct” in every company and how to develop, implement and communicate its principles throughout an organization;
- Examine best practices in establishing guidelines for dealing with questionable practices;
- Explore tools that can be used to assess personal values for staff in companies;
- Explore best practices in how leaders can put high ethical values into practice in their organizations;
- Understand the impact of Sarbanes-Oxley on ethical practices in the captive industry;
- Understand the role and duties of the CEO, the Board of Directors, the Audit Committee, outside service providers, the actuary, and the lawyer in this new environment.

ELECTIVES (and some of the covered topics):

INS 23 — Commercial Insurance

- Commercial Property
- Business Income Insurance
- Commercial Crime & Boiler/Machinery
- Commercial Auto
- Commercial General Liability (CGL)
- Business Owners Policy
- Workers Compensation Insurance
- Miscellaneous Coverages

CPCU 551 — Commercial Property, Risk Management and Insurance

- Commercial Property Risk Management and Insurance: Property Risk Management & Control
- Building & Personal Property Coverage Form & Options
- Causes-of-Loss Forms; Flood, Earthquake, & Specialty Forms
- Business Income Loss Exposures
- Inland Marine & Ocean Cargo
- Crime Insurance; Equipment Breakdown
- Business Owners & Farm Owners
- Surety Bonds

CPCU 552 — Commercial Liability, Risk Management and Insurance

- Commercial Liability Risk Management and Insurance: Liability Loss Exposures & Risk Control
- CGL: Premises & Operations, Contractual, Fire, Legal, & Other Coverages
- Business Auto
- Garage & Motor Carrier
- Workers Comp. & Employer Liability
- Professional Liability
- Environmental Insurance
- Aviation & Marine
- Excess & Umbrella Liability
- Advanced Risk Management Techniques

AU 65 — Underwriting Principles

- Principles and Property
- Fundamentals of Underwriting
- Underwriting the Commercial Organization
- Underwriting Information
- Financial Analysis
- Pricing the Insurance Product
- Construction, Occupancy, Protection & External Exposure
- Underwriting Direct Exposures, Indirect Loss Underwriting
- Commercial Crime Insurance