

# Insurance Regulator Professional Designation Program

## Catalog of Approved Elective Courses

*Each of these courses have been approved by the Designation Advisory Board for elective credit for the PIR or SPIR designations.*

### **NAIC Professional in Insurance Regulation (PIR)**

#### **America's Health Insurance Plans (AHIP)** <https://www.ahip.org/>

Dental Benefits  
Disability Part II, Advanced Issues  
Fraud Part II, Key Products  
Fraud Part II, Legal Issues  
HIPAA Primer  
HIPAA: Insurers, Guide for Insurance Company Workers  
Long-Term Care Part II, Financing  
Managed Care Part B, Management Structure  
Medical Management Part II, Utilization Management  
Medical Management Part III, Call Centers  
Supplemental Health Insurance

#### **The Institutes (formerly AICPCU)** <https://www.theinstitutes.org/>

Agency Operations and Sales Management  
Contract Surety  
Delivering Insurance Services  
Finance and Accounting for Insurance Professionals  
Inland Marine Insurance  
Insurance Information Systems  
Insurance Uses of Technology  
Liability Claim Practices  
Multiple Lines Insurance Production  
Ocean Marine Insurance  
Personal Insurance: Portfolio Management and Issues  
Personal Insurance: Underwriting and Marketing Practices  
Personal Risk Management and Property-Casualty Insurance  
Principles of Premium Auditing  
Property Loss Adjusting  
Reinsurance Principles and Practices  
Risk Assessment  
Statutory Accounting for Property-Casualty Insurers  
Surplus Lines Insurance Operations  
Surplus Lines Insurance Products

**International Center for Captive Insurance Education (ICCIE)** <https://iccie.org/>

An Introduction to Alternative Risk Financing Mechanisms  
Business Ethics in the Captive Insurance Industry  
Forming and Operating a Captive  
Understanding Risk and Risk Retention Mechanisms

**Insurance Regulatory Examiners Society (IRES)** <https://go-ires.org/>

MCM Program

**LOMA** <https://www.loma.org/>

Accounting and Financial Reporting in Life Insurance Companies  
Agency Administration  
Annuity Systems and Administration  
Bank Insurance Compliance: Fundamentals  
Business Law for Financial Services Professionals  
Commercial Underwriting: Principles and Property  
Consumer Behavior; Consumer Behavior and Beyond  
Customer Contacts; Strategies and Operations  
Customer Service Strategies for the Health Care Environment  
Essentials of Risk Control  
Financial Planning: Process & Environment  
Financial Services and Products for Organizations  
Insurance Administration  
Insurance Company Operations  
Investment Principles and Institutional Investing  
Management Principles and Practices  
Marketing Distribution and Uses of Annuities  
Personal Financial Planning  
Personal Financial Planning  
Principles of Suretyship  
Regulation and Taxation of Annuities  
Survey of Commercial Risk Management and Insurance  
Underwriting Life and Health Insurance

**Society for Financial Professionals** <https://national.societyoffsp.org/default.aspx>

Group Benefits  
Income Taxation  
Investments  
Life Insurance Law

**Society of Financial Examiners (SOFE)** <https://www.sofe.org/>

Life & Health Insurance Accounting  
Property & Liability Insurance Accounting

*Other insurance-related courses must be approved in advance by the Insurance Regulator Professional Designation Program Advisory Board.*

## **NAIC Senior Professional in Insurance Regulation (SPIR)**

### **America's Health Insurance Plans** <https://www.ahip.org/>

Disability Part III, Group and Worksite Issues  
HIPAA Advanced Issues  
Long-Term Care Part III, The Product  
Long-Term Care Part IV, Administration and Claims  
Managed Care Part C, Trends  
Medical Management Part IV, Case Management  
Medical Management Part V, Disease Management  
Medical Management Part VI, Quality Management

### **The Institutes (formerly AICPCU)** <https://www.theinstitutes.org/>

Commercial Liability Risk Management and Insurance  
Commercial Surety and Crime Insurance  
Commercial Underwriting: Liability and Advanced Techniques  
Commercial Underwriting: Principles and Property  
Essentials of Risk Control  
Essentials of Supervision  
Human Resource Management  
Management (AIM 40)  
Managing Business Organizations Today  
Premium Auditing Applications  
Principles of Suretyship  
Readings in Reinsurance Issues and Developments  
Risk Financing  
Risk Management for Public Entities  
Supervisory Skills  
The Strategic Management of Information  
Workers' Compensation and Managing Bodily Injury Claims

### **International Center for Captive Insurance Education (ICCIE)** <https://iccie.org/>

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

### **LOMA** <https://www.loma.org/>

Bank Insurance Compliance: Fundamentals  
Business Law for Financial Services Professionals  
Customer Relationship Management  
Customer Service Strategies for the Health Care Environment  
Financial Aspects of Annuities  
Financial Planning: Process & Environment  
Financial Services and Products for Organizations  
Insurance Company Operations  
Investment Principles and Institutional Investing  
Legal Aspects of Life & Health Insurance – Canada  
Managing for Solvency & Profit in Life Insurance Companies  
Personal Financial Planning  
Reinsurance Administration  
Statutory Accounting for Life and Health Insurers  
Survey of Commercial Risk Management and Insurance

**Society for Financial Professionals** <https://national.societyoffsp.org/default.aspx>

Estate Planning Applications

Planning for Business Owners and Professionals

Planning for Retirement

**Society of Financial Examiners (SOFE)** <https://www.sofe.org/>

Analysis & Evaluation Procedures

Enterprise Risk Management

Examination Methods and Management

Reinsurance

**Note:** The following is a non-inclusive list of approved course providers for continuing education for the designation program. The Designation Advisory Board must approve other potential course providers in advance. The Designation Advisory Board should approve specific courses for the renewal of a designation in advance.

NAIC	America's Health Insurance Plans
IRES CDS	The Institutes (formerly AICPCU)
SOFE	Drake University
SFP/CLU	Illinois State University
LOMA	ICCIE

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