



## Professional in Insurance Regulation (PIR)

### America's Health Insurance Plans

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)

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

### International Center for Captive Insurance Education (ICCIE)

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

### IRES (Insurance Regulatory Examiners Society)

MCM Program

### LOMA courses

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



## Professional in Insurance Regulation (PIR)

### **Society for Financial Professionals (CLU) courses**

Income Taxation  
Life Insurance Law  
Group Benefits  
Investments

### **SOFE (Society of Financial Examiners) courses**

Life & Health Insurance Accounting  
Property & Liability Insurance Accounting

**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.