

WEEK 1 AT A GLANCE: CARRIER AND UNDERWRITING FUNDAMENTALS

OVERVIEW: This unit provides an overview of insurance carrier operations and underwriting.

Objectives:

- Become familiar with the operations of an insurance carrier
- Understand how the profitability of an insurer is measured and the main sources of revenues and expenses.
- Better understand the underwriting process and activities
- Provide carrier perspectives on the agent/broker relationship and an underwriter’s role

WEEK 1 – JUNE 14 – JUNE 21, 2021

Topics/Activities		Approximate Time	Date/Complete By
Online/Self-Paced	Live Virtual Instructor Led		
Complete Module 2 Onboarding Survey		5 minutes	June 14
Kick-Off Webinar	Attend live virtual session	45 minutes	June 14
Carrier Relationships presented by Patrick Kinney, EVP Travelers	Attend live virtual session	50 minutes	June 15
Insurance Carrier Fundamentals		60 minutes	June 22
	<i>Watch</i> ‘Educator Insights’ Video: Benefits of Insurance		
	<i>Read</i> Benefits of Insurance (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Benefits of Insurance (The Institutes)		
	<i>Read</i> Functional View of Insurance (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Functional View of Insurance (The Institutes)		
	<i>Read</i> Insurers (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Insurers (The Institutes)		
	<i>Watch</i> ‘Educator Insights’ Video: Insurance Company Financial Statements		
	<i>Read</i> Profitability (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Profitability (The Institutes)		
	<i>Read</i> Revenue and Expenses (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Revenue and Expenses (The Institutes)		

Underwriting Fundamentals		60 minutes	June 22
	<i>Watch</i> 'Educator Insights' Video: Underwriting		
	<i>Read</i> Underwriting Activities (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Underwriting Activities (The Institutes)		
	<i>Read</i> Capacity Considerations (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Capacity Considerations (The Institutes)		
	<i>Read</i> The Underwriting Process (The Institutes)		
	<i>Watch</i> 'Educator Insights' Video: The Underwriting Process		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: The Underwriting Process (The Institutes)		
	<i>Watch</i> Insights from the Field Video		
	<i>Read</i> Regulation of Underwriting Activities (The Institutes)		
	<i>Complete</i> Workbook Page (optional)		
	<i>Take</i> Quiz: Regulation of Underwriting Activities (The Institutes)		
	<i>Watch</i> Insights from the Field Videos		