

# Professional Designations for 2015

Best's Review's annual listing of certification programs for insurance practitioners.



(Editor's note: This is a partial list of the many professional designations available to insurance practitioners. Visit each group's website for a full list of their credentials, schedules, application requirements, study aids and fees.)

## AAMGA

American Association of Managing General Agencies [aamga.org](http://aamga.org)



### CIW: Certified Insurance Wholesaler

**Description:** This designation demonstrates the individual's knowledge and expertise in the wholesale insurance field.

**Qualifications:** 120 hours of course work are required; at least 72 hours must be earned from AAMGA University courses and can be earned in the classroom or online; followed by a final project of the candidate's choice after approval by the Accreditation chair.

## ACORD

Association for Cooperative Operations Research and Development [acord.org](http://acord.org)



### ACE: ACORD Certified Expert

**Description:** An ACE certification means that an individual has received consistent training, passed the exams required for the designation and is up to date on the latest ACORD standards and versions through continuing education.

**Qualifications:** The ACE designation requires passing three exams: the

first on ACORD's history, standards development process, operating procedures and related topics; the second displaying an understanding and knowledge base of the insurance industry; and the third on specific knowledge of one or more of ACORD's standards programs. Continuing education courses are required annually to maintain the ACE.

## AHIP

America's Health Insurance Plans  
[insuranceeducation.org](http://insuranceeducation.org)



### HCP: Healthcare Compliance Professional

**Description:** This designation is for individuals who work to manage the regulatory requirements of the Affordable Care Act and help to plan for its long-term implementation.

**Qualifications:** Candidates must acquire 18 credits within two years to receive the HCP designation, through online courses, by attending AHIP conferences, or viewing webinars or webinars on demand. The designation must be renewed every two years.

### PHIAS: Professional, Health Insurance Advanced Studies

**Description:** This designation is for experienced health insurance industry professionals. Enrollees gain a deeper knowledge of how various

topics work together in an evolving health care system.

**Qualifications:** Earn the PHIAS after successfully completing the Health Insurance Advanced Studies, Part A course (see website).

#### **FHIAS: Fellow, Health Insurance Advanced Studies**

**Description:** The FHIAS designation expands on the course of study offered in the PHIAS program with a more-detailed look at products like disability, long-term care, dental and Medicare.

**Qualifications:** PHIAS designation plus successful completion of the Health Insurance Advanced Studies, Part B course (see website), as well as one of four electives.

#### **PAHM: Professional, Academy for Healthcare Management**

**Description:** Students examine the fundamental building blocks of health insurance plans and their functions, and gain better understanding of types of health insurance providers, products, operational issues, legislative, regulatory and ethical issues; and Medicare Advantage plans.

**Qualifications:** Successfully completing the "Healthcare Management: An Introduction" course (see website).

#### **FAHM: Fellow, Academy for Healthcare Management**

**Description:** In-depth course work focusing on specific operational areas, current industry trends, governance and leadership issues, financial management techniques, network development and maintenance strategies, and medical policies and technologies.

**Qualifications:** PAHM designation and successful completion of four additional courses: governance and regulation; health plan finance and risk management; medical management; and network management.

#### **DHP: Disability Healthcare Professional**

**Description:** This program expands the specialized course of study offered in the Disability Income Associate program (see website) by focusing on basic product concepts and terminology; contracts; underwriting; sales and management; operations management; cost management; claims administration; policy issue and renewal; customer service; government regulations; and fraud.

**Qualifications:** Eligible candidate must hold a Disability Income Associate designation, parts 1, 2 and 3; and successfully complete the Fundamentals of Health Insurance, parts A and B.

#### **LTCP: Long-term Care Professional**

(Co-sponsored by the National Association of Health Underwriters and the National Association of Insurance and Financial Advisors)

**Description:** This program provides professional expertise in long-term care, including financing long-term care needs, long-term care insurance products and issues associated with claims and administration.

**Qualifications:** Eligible candidates must successfully complete the four-course Long-term Care program and the Long-term Care Professional combined course.

### **The American College of Financial Services**

[theamericancollege.edu](http://theamericancollege.edu)



#### **CASL: Chartered Adviser for Senior Living**

**Description:** This designation gives professional expertise in leading clients from middle age through retirement and assisting them with the management, preservation and transfer of wealth.

**Qualifications:** Candidates must meet eligibility requirements and successfully complete five courses: investments; estate planning; understanding the older client; health and LTC financing; and retirement income process, strategies and solutions.

#### **ChFC: Chartered Financial Consultant**

**Description:** This redesigned designation prepares students to meet the advanced financial planning needs of individuals, professionals and small-business owners with courses in insurance, income taxation, retirement planning, investments and estate planning as well as updated course work in divorce, blended families, special-needs children and others.

**Qualifications:** Candidates must meet experience and ethics requirements; successfully complete nine required courses either online, in class or with self-study; and agree to comply with the college's Code of Ethics and Procedures.

#### **ChHC: Chartered Healthcare Consultant**

**Description:** Professionals pursuing this designation will gain the knowledge, skill and confidence necessary to counsel individuals and businesses on the full spectrum of health insurance options as they develop.

**Qualifications:** Candidates must meet eligibility requirements; complete four required courses; have qualifying experience in health care; and agree to comply with the college's Code of Ethics and Procedures.

#### **CLF: Chartered Leadership Fellow**

**Description:** This program provides financial services managers with the knowledge and tools they need to achieve key organizational goals through both education and practical field applications.

**Qualifications:** The CLF designation is achieved by choosing either the Office Track or the Field Track. Both designations involve six required courses, completed via the college's self-paced online program. For either track, all candidates are required to meet experience requirements and to comply with college's Code of Ethics and Procedures.

#### **CLU: Chartered Life Underwriter**

**Description:** This advanced program provides in-depth knowledge on the insurance needs of individuals, business owners and professional clients.

**Qualifications:** The CLU curriculum includes five required classes and three electives, via online, in-classroom or self-study. Three years of current or recent full-time business experience is also required. All graduates are required to comply with college's Code of Ethics and Procedures.

#### **FSCP: Financial Services Certified Professional**

**Description:** This designation provides instruction in many areas of insurance and finance, including product knowledge, consumer needs and behaviors, financial planning, ethical product recommendations, legal and regulatory standards for financial advisers, and building a successful financial services business.

**Qualifications:** Candidates choose courses from study topics that total 10 Educational Units. A separate ethics course is required. Students then take a certification exam. Courses are available via modules, online webinars, in class or via the college's online training center.

#### **REBC: Registered Employee Benefits Consultant**

**Description:** This designation provides expertise on pensions and

retirement plan funding, installation and administration. Courses also cover group medical plans, long-term care, executive compensation, personnel management and other areas.

**Qualifications:** The five required courses can be completed through independent study or online. Three years of current or recent full-time business experience is required. Graduates are required to comply with the college's Code of Ethics and Procedures. Once awarded, this designation requires continuing education.

#### **RICP: Retirement Income Certified Professional**

**Description:** This advanced designation provides seasoned financial advisers with the expertise to create sustainable retirement income for clients, covering all of the best techniques that are working now.

**Qualifications:** At least three years' experience and completion of three courses and exams are required. Once awarded, this designation requires continuing education. All graduates are required to comply with college's Code of Ethics and Procedures.

#### **American Institute of Marine Underwriters**

[aimu.org](http://aimu.org)



#### **AMIM: Associate in Marine Insurance Management**

**Description:** The AMIM designation improves students' knowledge of marine insurance while acquiring the wider foundation needed for career advancement. The program was developed with the technical and financial assistance of the AIMU and the Inland Marine Underwriters Association.

**Qualifications:** Students must complete four required courses and two elective courses to earn the AMIM designation.

#### **American Society of Pension Professionals & Actuaries**

[asppa.org](http://asppa.org)



#### **MSPA: Member, Society of Pension Actuaries**

**Description:** This program is for individuals who provide defined benefit or actuarial consulting, and who are currently enrolled actuaries in good standing.

**Qualifications:** Applicants must successfully complete the three examinations required for Enrolled Actuary status, and then maintain their credentials in good standing by meeting Continuing Education requirements.

#### **FSPA: Fellow, Society of Pension Actuaries**

**Description:** This is advanced credential, showing proven knowledge and understanding of the private pension system.

**Qualifications:** The FSPA credential can be obtained through the examination or experience nomination path. MSPAs who have been practicing in the pension actuarial field for at least 15 years, and are nominated by two qualified ACOPA members, can be honored with the FSPA credential via the experience track. To use the examination track, the candidate must hold Enrolled Actuary and Certified Pension Consultant designations; pass an essay exam and an oral presentation; and meet professional experience and reference guidelines.

#### **QPFC: Qualified Plan Financial Consultant**

**Description:** The QPFC is the professional credential for financial

professionals who sell, advise, market or support qualified retirement plans. QPFC is not an entry-level credential.

**Qualifications:** Eligible candidates must successfully pass a two-part exam series, hold certain licenses and meet certain investment-related experience and reference guidelines.

#### **Association of Certified Fraud Examiners**

[acfe.com](http://acfe.com)



#### **CFE: Certified Fraud Examiner**

**Description:** The Certified Fraud Examiner credential denotes proven expertise in fraud prevention, detection and deterrence.

**Qualifications:** Requirements include an associate membership in ACFE, a bachelor's degree (or equivalent fraud-prevention professional experience) and at least two years' experience in fraud detection in: accounting and auditing; criminology and sociology; fraud investigation; loss prevention; or law. Three professional recommendations are required in order to take the certification exam.

#### **Casualty Actuarial Society**

[casact.org](http://casact.org)



#### **FCAS: Fellow, Casualty Actuarial Society**

**Description:** This designation indicates expertise in strategic, financial and operational risk and the integration of hazard risk with these risks.

**Qualifications:** Eligible candidates must first become members of CAS by fulfilling the requirements of Associate, which include Validation by Educational Experience for applied statistical methods, corporate finance and economics; passing two online courses; passing Examinations 1 through 6; and passing the CAS Course on Professionalism. The FCAS designation is conferred upon successfully completing the official application process.

#### **Community Associations Institute**

[caionline.org](http://caionline.org)



#### **CIRMS: Community Insurance and Risk Management Specialist**

**Description:** The CIRMS designation recognizes a demonstrated high level of risk management competency within the community association insurance profession.

**Qualifications:** Five years' experience in the community association insurance field is required. To earn the CIRMS designation, a total of 100 points must be attained in three areas: CAI-specified education courses; national and local CAI leadership activities; and national and local CAI participation. Successful candidates must adhere to the CIRMS code of ethics.

#### **Certified Financial Planner Board of Standards Inc.**

[cfp.net](http://cfp.net)



#### **CFP: Certified Financial Planner**

**Description:** This designation indicates knowledge of competent, professional and ethical financial planning.

**Qualifications:** Completion of approved education course work in eight areas of financial planning and a bachelor's degree in any

discipline is required to attain CFP certification. Education requirements for certification include completion of a “capstone” financial plan development course registered with the CFP board. At least three years of qualifying full-time work experience, or two years of apprenticeship experience that meets additional requirements, are required for certification. Applicants must pass the CFP certification exam, administered in a computer-based testing format during three five-day testing windows each year. The exam consists of two three-hour sessions, separated by a scheduled 40-minute break.

## **CFA Institute** *cfainstitute.org*

### **CFA: Chartered Financial Analyst**

**Description:** The CFA Program is a graduate-level self-study program that examines industry practice, investment theory and ethical and professional standards to provide advanced investment analysis and real-world portfolio management skills.

**Qualifications:** Eligible candidates must have a college degree (or equivalent), and four years of professional work experience. The CFA program culminates in a series of three exams that must be passed sequentially. Each exam requires at least six months of preparation, and the CFA Program takes an average of four years to complete.

### **CIPM: Certificate in Investment Performance Measurement**

**Description:** The CIPM provides advanced, globally relevant and practice-based investment performance and risk evaluation skills for investment professionals.

**Qualifications:** Candidates must pass two exams, become a regular member of the CIPM Association and meet professional experience requirements. This process takes at least one year to complete. The curriculum is available online for download or in print format.

## **Chartered Alternative Investment Analyst Association** *caia.org*



### **CAIA: Chartered Alternative Investment Analyst**

**Description:** The CAIA designation provides deep knowledge, demonstrated expertise and global credibility in alternatives.

**Qualifications:** Candidates must hold a bachelor's degree or the equivalent, and have more than one year of professional experience; or alternatively have at least four years of qualified professional experience. The program is organized into two levels of study, Level I and Level II. Candidates must be members of CAIA to qualify for the CAIA credential.

## **The Institutes** *theinstitutes.org*



### **AAI: Accredited Adviser in Insurance**

**Description:** This designation gives producers an in-depth knowledge of insurance and a strong focus on customer service.

**Qualifications:** To earn the AAI designation, candidates must successfully complete three required courses and exams, and pass the Ethical Guidelines for Insurance Professionals exam.

### **AIAF: Associate in Insurance Accounting and Finance**

**Description:** The AIAF program prepares financial and accounting

professionals to develop insurer financial statements in compliance with the NAIC and other regulatory bodies.

**Qualifications:** Candidates must successfully complete four foundation courses and pass the Ethical Guidelines for Insurance Professionals exam.

### **AIC: Associate in Claims and AIC-M: Associate in Claims-Management**

**Description:** The AIC program focuses on technical claim-handling skills, communication and negotiation skills, good-faith claim-handling abilities and in-depth policy knowledge.

**Qualifications:** Candidates must complete two foundation courses, and then choose one of five specialty tracks: property, multiline adjuster, liability, auto or workers' compensation. Track course work includes two or three required classes, and passing the Ethical Guidelines for Insurance Professionals exam. Candidates for AIC-M also must complete the Claims Leadership and Organizational Alignment course.

### **AINS: Associate in General Insurance**

**Description:** The AINS designation provides comprehensive knowledge of insurance principles, practices, policies and coverages. Optional electives allow candidates to focus on areas relevant to their professional goals.

**Qualifications:** Candidates select one of three “Completion Paths” and complete either three required courses, or a combination of two required courses and an elective. Any combination will include the Property and Liability Insurance Principles course. Students are also required to pass the Ethical Guidelines for Insurance Professionals exam.

### **ARM: Associate in Risk Management**

#### **ARM-P: Associate in Risk Management for Public Entities**

#### **ARM-E: Associate in Risk Management-ERM**

**Description:** The ARM designation gives candidates enhanced risk management skills and knowledge on how to build and implement a balanced risk financing strategy. Two related designations, ARM-P: ARM for Public Entities; and ARM-E: Associate in Risk Management-ERM, are also available.

**Qualifications:** ARM students must successfully complete three courses of study, and pass the Ethical Guidelines for Insurance Professionals exam. ARM-P and ARM-E candidates must take an additional course in their particular field.

### **AU: Associate in Commercial Underwriting**

#### **AU-M: Associate in Commercial Underwriting-Management**

**Description:** The AU designation offers a broad understanding of commercial underwriting techniques. The AU-M designation helps candidates develop a disciplined approach to underwriting commercial property and liability exposures.

**Qualifications:** AU students must successfully complete four courses of study, and pass the exam. Candidates for the AU-M credential must pass an additional course.

### **CPCU: Chartered Property Casualty Underwriter**

**Description:** This designation indicates a broad understanding of property/casualty insurance as well as a concentration in commercial- or personal-lines risk management.

**Qualifications:** Students must have two years of acceptable insurance experience to enter the program. The Chartered Property Casualty Underwriter designation program consists of four foundation courses, one elective course and three courses concentrating on either personal lines

or commercial lines. Candidates must also pass the Ethical Guidelines for Insurance Professionals exam or complete Foundations of Risk Management, Insurance, and Professionalism; and abide by the CPCU Code of Professional Conduct.

## Insurance Data Management Association

[idma.org](http://idma.org)



### CIDM: Certified Insurance Data Manager

**Description:** The CIDM curriculum covers collecting and reporting of insurance data, data quality-control techniques and essential organizational and technological expertise. The program also consists of several non-IDMA courses that study insurance operations, loss exposures and coverages.

**Qualifications:** Successful completion of eight courses: four courses from the IDMA curriculum (which confers the AIDM—Associate Insurance Data Manager designation); and four courses from the student's choice of CPCU, LOMA, SOFE or CAS curriculum.

## International Association of Insurance Professionals

[internationalinsuranceprofessionals.org](http://internationalinsuranceprofessionals.org)



### CLP: Certified Leadership Professional

**Description:** This designation is aimed at developing essential leadership abilities by strengthening managing, mentoring and motivating skills for career development.

**Qualifications:** Candidates must complete four modules encompassing 17 course topics and be active members in IAIP. The designation must be renewed every two years.

## International Claim Association

[claim.org](http://claim.org)



### FLHC: Fellow, Life and Health Claims

**Description:** The FLHC program provides an advanced level of claim education in life and health insurance and a thorough understanding of claim administration for both individual and group coverages.

**Qualifications:** Students must hold an ALHC Program certification, which indicates the successful completion of six basic courses and exams. FLHC candidates then complete four additional courses: three required through LOMA and one optional course from either LOMA or The American College. Candidates must pass a series of exams after each segment.

## International Foundation for Retirement Education

[infre.org](http://infre.org)



### CRC: Certified Retirement Counselor

**Description:** The credential gives retirement planners a mastery of the topics and issues involved in their profession, and requires adherence to a code of ethics and a commitment to continuing education.

**Qualifications:** A bachelor's degree in any field and minimum two years' of related professional experience; or high school diploma and minimum five years' experience; acceptable background check; an ethics certification; a pledge to adhere to yearly continuing education

courses; and the successful completion of a comprehensive, four-hour, 200-question proctored exam, given quarterly.

## International Foundation of Employee Benefit Plans

[ifebp.org](http://ifebp.org)



### CEBS: Certified Employee Benefits Specialist

**Description:** This certification is for professionals in the employee benefits and compensation field in the United States and Canada.

**Qualifications:** The designation requires successful completion of eight courses (six mandatory and two elective) and passing all exams. Three specialized, three-course certifications are also available through the CEBS program: Compensation Management Specialist (CMS); Group Benefits Associate (GBA); and Retirement Plans Associate (RPA). The Wharton School is responsible for all academic standards, including curriculum and examinations associated with the CEBS program.

## LIMRA – Life Insurance and Market Research Association

[limra.com](http://limra.com)



### LLIF: LIMRA Leadership Institute Fellow

**Description:** This designation demonstrates a commitment to professional executive development and the desire to be a forceful leader. Course work involves attending interactive classroom-based programs, participating in self-assessment activities and engaging in business simulations and real-world case studies. Designation takes one to two years to complete.

**Qualifications:** The LLIF is achieved by completing 20 credits of course work. Candidates first obtain a total of 15 credits by passing LIMRA-sponsored classes along either a moderate track (one to two years) or a fast track (one year). Candidates who have successfully achieved 15 credits then attend the invitation-only Capstone Program at The Wharton School, University of Pennsylvania, to receive their remaining five credits. The LLIF designation is only conferred upon completion of the Capstone element.

## LOMA – Life Office Management Association

[loma.org](http://loma.org)



### FFSI: Fellow, Financial Services Institute

*(Also available in simplified or traditional Chinese)*

**Description:** This designation demonstrates expertise in developing, managing, administering and supporting wealth accumulation products, retirement plans, employee benefits, banking products, investments and mutual funds.

**Qualifications:** Eligible candidates must complete seven core courses on two levels, and earn three Professional Achievement Credits through LOMA's job-specific education program of customized course work.

### FLMI: Fellow, Life Management Institute

*(Also available in Arabic, simplified or traditional Chinese, French and Korean)*

**Description:** The FLMI is a professional development program that provides an industry-specific business education in the context of the insurance and financial services industry. Established in 1932, the FLMI is the world's largest university-level education program in insurance and financial services.

**Qualifications:** Candidates will successfully complete 10 courses on three levels. LOMA recommends a course progression that begins with its two-course Level 1 program, followed by the three-course Associate, Life Management Institute credential (Level 2), before enrolling in the five FLMI (Level 3) courses.

#### **FSRI: Fellow, Secure Retirement Institute**

**Description:** The FSRI program delivers knowledge of broad challenges facing society and the retirement industry, as well as strategic approaches for meeting these challenges, to equip employees for problem solving, innovation and advancement in their careers.

**Qualifications:** Students must successfully complete seven courses for FSRI certification: the three-course Level 1 program; the three-course Level 2 program; and the single-course Level 3 program.

#### **National Alliance for Insurance Education and Research**

*scic.com*



#### **CIC: Certified Insurance Counselor**

**Description:** Designed to cover important aspects of the insurance fields in personal lines, commercial casualty, commercial property, life and health and agency management.

**Qualifications:** Candidate must be a licensed agent, broker, adjuster or solicitor; or have at least two years of full-time experience in the insurance industry or as a risk management practitioner; or have been a full-time insurance faculty member at an accredited college or university. To earn the CIC, candidates must take five CIC institutes, or four institutes and one Certified Risk Manager course, and pass all exams within a five-year time frame. Annual continuing education is required to maintain the CIC credential.

#### **CRM: Certified Risk Manager**

**Description:** This designation demonstrates expertise in identifying, analyzing, controlling, financing and administering a wide range of risks, as well as political risks, catastrophic loss exposures, third-party exposures, fiduciary exposures, employee injury exposures, juridical risks, legal risks and more, whether insurable or not.

**Qualifications:** Candidates must successfully complete five 2.5-day courses and pass all exams within a preset time frame.

#### **CSRM: Certified School Risk Manager**

**Description:** This credential is designed for school personnel responsible for the risk management function.

**Qualifications:** Candidates must complete five courses and pass the five exams within three years. Candidates must update their credential each year through continuing education courses from the National Alliance.

#### **National Association of Estate Planners & Councils**

*naepc.org*



#### **AEP: Accredited Estate Planner**

**Description:** This graduate-level designation in estate planning is awarded to recognized estate planning professionals who meet special requirements of education, experience, knowledge, professional reputation and character.

**Qualifications:** Candidates must be a licensed attorney or CPA, or hold the Chartered Life Underwriter, Certified Trust and Financial Adviser,

Chartered Financial Consultant or Certified Financial Planner credential; have at least five years' relevant experience; and have successfully completed two graduate-level courses administered by The American College's Richard D. Irwin Graduate School; or have been an estate planning practitioner for at least 15 years.

#### **National Health Care Anti-fraud Association**

*nhcaa.org*



#### **AHFI: Accredited Health Care Fraud Investigator**

**Description:** This designation is awarded to individuals who meet certain qualifications related to professional experience, specialized training, formal education and demonstrated knowledge in the detection, investigation and/or prosecution of health care fraud.

**Qualifications:** Candidates must meet education requirements; have three references; have a minimum of three years' relevant professional experience in health care fraud detection, investigation or prosecution; at least 75 hours of training in the four years prior to applying for the AHFI; be an NHCAA member or be employed by a federal, state or local law enforcement or government agency; and pass the electronic AHFI final examination taken at a test center.

#### **National Institute of Pension Administrators**

*nipa.org*



#### **APA: Accredited Pension Administrator**

**Description:** This designation focuses on the knowledge and skills needed to determine eligibility; allocate contributions; fulfill reporting and disclosure requirements; and other functions of pension administrators, retirement relationship managers and ERISA compliance specialists.

**Qualifications:** Candidates must complete four APA self-study courses and successfully pass examinations. Designees must maintain the APA by completing 15 hours of continuing education annually and maintaining current NIPA membership.

#### **APR: Accredited Pension Representative**

**Description:** This designation is for retirement plan personnel, financial consultants/planners and registered investment advisers. Course work is advanced in nature, focusing on types of retirement plans, fiduciary responsibility, prohibited transactions, minimum coverage testing and distributions.

**Qualifications:** Candidates must have a FINRA Series 6, 7, 65, 66 or 24 license or an insurance license, and complete two APR self-study courses and examinations, or have an Enrolled Retirement Plan Agent designation. Designees must maintain the APR credential by completing 10 hours of continuing education annually, and having current NIPA membership.

#### **Professional Liability Underwriting Society**

*plusweb.org*



#### **RPLU: Registered Professional Liability Underwriter**

**Description:** This program provides a broad basic understanding of key professional liability disciplines.

**Qualifications:** The self-study program includes eight core reading

modules and passage of seven affiliated tests; five specialized elective modules and passage of five corresponding exams; and minimum of two years in the professional liability industry. Once the RPLU is achieved, students can qualify for the RPLU+ designation by successfully completing five additional specialty modules and passing their exams.

## **RIMS—Risk and Insurance Management Society**

[rims.org](http://rims.org)



### **RF: Fellow, Risk and Insurance Management Society**

**Description:** Students gain the skills and knowledge needed to identify and manage operational, financial, external and other risks in organizations.

**Qualifications:** Candidates must complete three college- or university-level courses: Risk Assessment, Risk Financing and Risk Control. Alternatively, candidates may hold an ARM (Associate in Risk Management); CRM (Canadian Risk Management); CRM (Certified Risk Manager); or the ALARYS certificate. Accounting and finance courses are also required, along with two additional college- or university-level courses in either business, economics, MIS, law, insurance, marketing or management. At least five years of industry experience is mandatory by the time the RF credential is awarded. Requirements include 12 days of RIMS Fellow workshops. Upon conferment, continuing education requirements must be met to maintain the RF designation.

## **SITE: Society of Insurance Trainers & Educators**

[insurancetrainers.org](http://insurancetrainers.org)



### **ITP: Insurance Training Professional**

**Description:** This designation recognizes individual excellence and professionalism in training and education in the insurance industry. The designation requires a balanced blend of insurance, training, education and years of industry experience.

**Qualifications:** Membership in SITE. Candidates must possess evidence of insurance knowledge and experience; evidence of training/education knowledge and experience; and evidence of training leadership experience. Completion of the SITE Train the Trainer program or equivalent is required, as is adherence to the SITE Code of Ethics. Visit SITE's website for more details.

## **Society of Actuaries** SOCIETY OF ACTUARIES

[soa.org](http://soa.org)

### **ASA: Associate of the Society of Actuaries**

**Description:** This designation demonstrates knowledge of the fundamental concepts and techniques for modeling and managing risk. The associate has also learned the basic methods of applying those concepts and techniques to common problems involving uncertain future events, especially those with financial implications.

**Qualifications:** Requirements include five courses with examinations; an e-learning course; validation of educational experiences outside

the SOA education system; and completion of a course covering the professional code of conduct and recognized standards of practice.

### **CERA: Chartered Enterprise Risk Analyst**

**Description:** This designation demonstrates knowledge in the identification, measurement and management of risk within risk-bearing enterprises.

**Qualifications:** Candidates must successfully complete five examinations, an ERM module and an e-learning course; provide validation of knowledge in economics and corporate finance outside the SOA education system; and complete a professionalism seminar.

### **FSA: Fellow, Society of Actuaries**

**Description:** This designation recognizes that an individual has demonstrated knowledge of the business environments within which financial decisions concerning pensions, life insurance, health insurance and investments are made, including the application of mathematical concepts and other techniques to the various areas of actuarial practice.

**Qualifications:** Fellowship candidates choose one of six specialty tracks and complete the requirements of that track. Requirements to attain the FSA designation include examinations, e-learning courses and modules; validation of educational experiences outside the SOA education system; a professionalism seminar; and the Fellowship Admissions course. Students must complete all requirements in a single track.

## **Society of Financial Examiners**

[sofe.org](http://sofe.org)



### **AFE: Accredited Financial Examiner**

**Qualifications:** A bachelor's degree in accounting, or sufficient course work in related fields of study, from an accredited college or university; successful completion of four society-administered courses and exams; and membership in SOFE. Candidates must be an insurance department employee, or self-employed with a contract for services directly with an insurance department, or be employed with a company that has a contract with a state insurance department, and have two years of continuous, responsible insurance department examination experience as a financial examiner.

### **CFE: Certified Financial Examiner**

**Qualifications:** Candidates must hold the AFE credential; have successfully completed three semester hours of a management course from an accredited college or university or in CPCU, LOMA and CLU course work; successfully complete three society-administered courses and exams; have three years of relevant insurance experience; and SOFE membership. Candidates must be an insurance department employee, or self-employed with a contract for services directly with an insurance department, or be employed with a company that has a contract with a state insurance department, and have three years of continuous, responsible insurance department examination experience as a financial examiner.

—Compiled by Dennis Gorski