

Foundations of Property & Casualty Insurance Seminar Description

Overview

Foundations of Property & Casualty Insurance is a dynamic, interactive two-day seminar covering P&C business operations, including basic terminology and products.

Audience

This seminar benefits employees at all levels who are needing to quickly get “up to speed” on P&C business operations and products.

Training Philosophy

Our seminars are designed and developed based on the philosophy that our participants will learn and retain information more effectively if they enjoy the learning experience.

Benefits

- **Improve work productivity**
Our seminars provide information on industry knowledge and terminology that can be immediately applied on the job.
- **Discuss ‘real-life’ applications**
Our fast-paced seminars are led by high-energy insurance professionals who apply the information to day-to-day realities.
- **Learn through hands-on interaction**
The exciting and dynamic class activities reinforce the information and enhance the learning experience.
- **Receive a student guide and a quick-reference guide**
These are excellent on-the-job resources.

Introduction to Property & Casualty Insurance

- Definition of P&C Insurance
- History of P&C Insurance
- P&C Company Business Organization
- P&C Company Physical Organization
- P&C Insurance Regulation

Introduction to P&C Insurance Products

- P&C Insurance Product Lines
- Policy Components and Construction
- Personal P&C Products and Coverage
- Commercial P&C Products and Coverage

Introduction to Marketing/Sales

- Marketing/Sales Function
- Marketing/Sales Cycle
- Product Life Cycle
- Standard Market Marketing Systems
- Non-Standard Market Marketing Systems
- Customers

Introduction to Underwriting

- Underwriting Function
- Underwriting Process
- Loss Prevention
- Customers

Introduction to Reinsurance

- Reinsurance Function
- Types of Reinsurance
- Forms of Reinsurance
- Marketing of Reinsurance
- Customers

Introduction to Claims

- Claims Function
- Claims Process
- Salvage and Subrogation
- Customers

Introduction to Insurance Accounting

- Accounting Function
- Accounting Operations
- Statistical Reporting

Introduction to Information Systems

- Information Systems Function
- Integration of Functions, Systems, & Reports
- Impact of Technology on Business Processes
- Interdependencies and Relationships
- Functional Model



TRAINING & DEVELOPMENT
SERVICES
A RAY SERVICES COMPANY