



**The Surplus Line Association
of california**

July 18, 2000

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BULLETIN #894

ASSOCIATE IN SURPLUS LINES INSURANCE

Enclosed is a copy of the new brochure for the Insurance Institute of America (IIA) Associate in Surplus Lines Insurance (ASLI). The ASLI program is designed for everyone whose job duties or professional interests involve surplus line insurance. The ASLI designation is earned by passing four national examinations: ASLI 161—Surplus Lines Principles and Issues; ASLI 162—Surplus Lines Insurance Practices; CPCU 1—Ethics, Insurance Perspectives and Insurance Contract Analysis; and CPCU 5—Insurance Operations. The California Department of Insurance grants continuing education credits for passing each of the four national exams leading to the ASLI designation. For more information, log on to www.aicpcu.org for a free copy of *The Preparation Handbook—A Guide to CPCU and IIA Study* or contact Doris Hoopes at (610) 651-7654 or hoopes@cpcuiia.org

Theodore M. Pierce
Executive Director

Attachment

ASLI Associate in Surplus Lines Insurance

Insurance Institute of America ? 720 Providence Road ? P.O.Box 3016 ? Malvern, PA 19355-0716 ? (800) 644-2101 ? www.aicpcu.org

An Educational Program For Surplus Lines Insurance Professionals

The Associate in Surplus Lines Insurance—ASLI—program is designed for everyone whose job duties or professional interests involve surplus lines insurance. The ASLI program was developed by the Insurance Institute of America with support from the National Association of Professional Surplus Lines Offices (NAPSLO).

What the ASLI Program Can Do for You

The ASLI program can help you to:

- **Increase your knowledge of surplus lines insurance.** You will understand the purpose and evolution of surplus lines insurance, learn the elements of the surplus lines market, and gain familiarity with surplus lines principles and issues. The Chartered Property Casualty Underwriter (CPCU®) courses in the ASLI program complement your study of surplus lines insurance.
- **Meet continuing education needs.** Some states grant CE credits for Passing the national exams leading

to the ASLI designation. For more information, contact Customer Service, or visit our Web site.

- **Satisfy the CPCU Related Studies requirement.** ASLI 161 or 162 satisfies this requirement for the CPCU program.
- **Gain a competitive advantage.** Earning the ASLI designation is recognized as a prestigious accomplishment. Holding the ASLI designation will exemplify your commitment to professionalism.

ASLI Courses

ASLI 161—Surplus Lines Principles and Issues—covers:

- Evolution of surplus lines insurance
- Insurance regulation
- Surplus lines distribution systems
- Reinsurance and surplus lines
- Financial analysis
- Insurance cycles
- Surplus lines marketing

ASLI 162—Surplus Lines Insurance Practices—covers:

- Marketing issues
- Surplus lines products

- Underwriting surplus lines
- Risk financing
- The retail broker
- Insolvency

CPCU 1—Ethics, Insurance Perspectives, and Insurance Contract Analysis—Covers:

- American Institute Code of
- Professional Ethics
- Origin of insurance
- Insurance: a risk management tool
- Insurance regulation
- Understanding insurance contracts

CPCU 5—Insurance Operations—covers:

- Marketing
- Distribution systems
- Underwriting
- Loss control
- Premium auditing
- Reinsurance
- Ratemaking
- Claim practices



Associate in Surplus Lines Insurance

Prices and programs are subject to change.

Insurance Institute of America
720 Providence Road
P.O. Box 3016
Malvern, PA 19355-0716
(800) 644-2101 • Fax: (610) 640-9576
E-mail: cserv@cpcuiia.org

Name (please print)

Firm Name

Street Address (do not use P.O. box)

City and State

Zip Code

Daytime Phone Number

Course No.	Stock No.	Material	Qty.	Unit Cost	Amount
ASLI 161	16101	Course Guide, Surplus Lines Ins. Princ. & Iss., 2nd ed.		\$ 25.00	\$
	16102	Text, Surplus Lines Ins. Princ. & Iss., 2nd ed.		\$ 44.00	
ASLI 162	16201	Course Guide, Surplus Lines Ins. Prac.		\$ 25.00	
	16202	Text, Surplus Lines Ins. Prac.		\$ 44.00	
CPCU 1 & 5, contact Customer Service for further information					
Order Value					\$
Discount (20% discount on orders of \$750 or more)					
Net Amount					\$
Shipping /Handling Charges ☐ 2nd Day Air = 14% + \$10 ☐ Ground = 10% ☐ Overnight Delivery = \$10 + UPS Next-Day Air rate.*					
Subtotal					\$
Sales Tax (PA deliveries only—add 6% of subtotal. Allegheny and Philadelphia County residents—add 7% of subtotal.)					
Grand Total					\$
Charge my: ☐ MasterCard ☐ Discover® ☐ American Express ☐ VISA					
Account No. _____ Exp. Date _____					
Cardholder's Signature _____					

For **domestic** orders only.
Please contact Customer Service by fax or e-mail for international orders.

Return Policy: Before returning any material, please contact Customer Service.
* Please contact Customer Service for Next-Day Air rate.

Earning the ASLI Designation

You can earn the ASLI designation by passing four national examinations: ASLI 161—Surplus Lines Principles and Issues; ASLI 162—Surplus Lines Insurance Practices; CPCU 1—Ethics, Insurance Perspectives, and Insurance Contact Analysis; and CPCU 5—Insurance Operations.

How to Get Started

- ☐ **Talk to your employer.** Follow your employer's reimbursement policy for educational expenses.
- ☐ **Order study materials.** Your employer or local course sponsor might have special procedures for ordering study materials, so verify before ordering. Call (800) 644 - 2101 or log onto our Web site at www.aicpcu.org and charge your order to VISA, MasterCard, Discover®, or American Express. You can also mail or fax in the above order form. Consider combining orders to take advantage of the quantity discount.
- ☐ **Register to take the national examination.** For information on exam registration, call (800)

644 - 2101 or log onto our Web site at www.aicpcu.org.

Examination Schedule

ASLI 161/162: Last paper-and-pen exam, January 2001. Computer-administered exams begin May 15-June 15, 2001; exams will be computer-administered in all subsequent month-long testing windows: August 15 - September 15, November 15 - December 15, and February 15 - March 15.

CPCU examinations are given via computer during the February 15 - March 15 and August 15 - September 15 testing windows. CPCU paper-and-pen exams are given January and June.

For specific information regarding exam dates, locations, or other exam-related matters, please call Customer Service at (800) 644-2101 or log onto our Web site at www.aicpcu.org.

Learn Your Way

You can take a class, form or join a study group, or study independently to prepare for the national exams. *The Preparation Handbook - A Guide to CPCU and IIA Study* provides infor-

mation on study materials and preparation for the exams. For a free copy of *The Preparation Handbook* or information about public classes, contact Customer Service or log onto our Web site at www.aicpcu.org.

For More Information

- About the content of the ASLI program, contact Doris Hoopes, CPCU, ARe, ASLI, AIC, AAI, AIM, AAM, AIS, senior director of curriculum, at hoopes@cpcuiia.org, (610) 651-7654 (fax), or call (610) 644-2100, ext. 7558.
- About the Institute's educational programs, contact Customer Service at (800) 644-2101, (610) 640-9576 (fax), or e-mail cserv@cpcuiia.org. You can also visit our Web site at www.aicpcu.org.



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