Since 1989, NAIC Education & Training has offered professional development courses in insurance regulation for individuals at all levels of their careers and expertise. Annually, the NAIC offers courses that attract members, government personnel, international regulators and insurance industry representatives. Some courses have received national and international recognition, including three national awards for Excellence in Education from the American Society of Association Executives.

In 2006, the NAIC Insurance Regulator Professional Designation Program was introduced. This program was created in response to requests by regulators for a structured professional development path based on the NAIC curriculum. To comply with new, more rigorous instructional standards associated with the Designation Program, NAIC’s curriculum has been re-developed and enhanced to include targeted learning outcomes, interactive teaching strategies, and the latest and most practical information participants need to support critical regulatory initiatives. To learn more about the Designation Program, visit http://www.naic.org/education_designation.htm.

This symbol, when displayed next to a course description, indicates that the course is approved for NAIC Insurance Regulator Professional Designation credit.

Enroll today and see why so many people choose the NAIC as their source for professional development.

Please note dates, locations, tuition and continuing education credits are subject to change. For up-to-the-minute information, please visit us online at http://education.naic.org or contact us directly.
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Accreditation Updates

Course Description
Plan to attend this annual webinar to learn the latest updates to the NAIC Accreditation Program. The webinar will cover changes to the accreditation standards including Part A: Laws and Regulations and Part B: Regulatory Practices and Procedures. This presentation is targeted to senior-level regulators with a prior understanding of the accreditation program.

Dates
January 10

Continuing Education
1 credit, DRC, CPE

Webinar
Regulator Only

What others have said:
Good, straightforward discussion of forthcoming accreditation requirements and the process of their development.
The Basics of Investing

Course Description
The Basics of Investing is a practical primer on fundamental investment concepts regulators draw upon when reviewing insurance company portfolios. Complementary to NAIC’s How to Analyze Insurer Investment Portfolios course, The Basics of Investing applies a laser-like focus on the finer points of investment principles such as the primary goals of investing and investment returns.

This online course is composed of eight instructional units:
- Fundamental Economic Drivers
- Goals of Investing
- Stock Investments
- Bonds
- Other Asset Classes / Investment Strategies
- Differentials
- Investment Returns
- Investment Portfolios

Dates
May 6-13

Continuing Education
14 credits, PIR

Internet-Based
Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:
I learned a great deal about the investing processes and how the economic environment affects investing decisions.
Best Practices in Company Licensing

Course Description
This course provides an overview of the Uniform Certificate of Authority Application (UCAA) Company Licensing process. You will learn about best practices for submitting and reviewing Primary, Expansion and Corporate Amendment licensing applications, as well as the securities and safeguards around the UCAA process.

The following topics are covered in the course:
• Why License Insurance Companies?
• The Company Licensing Process
• Safeguards and Security Measures
• Review of a Primary Application
• Review of an Expansion Application
• Review of a Corporate Amendment Application

Dates
February 11-19
April 22-29
August 5-12
November 4-12

Continuing Education
14 credits, PIR

Internet-Based
Non-Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:

I enjoyed it and will definitely be taking more courses from the NAIC in the near future.
Capital Markets Quarterly Update

Course Description
The Capital Markets Bureau is comprised of a team of experienced financial services professionals who provide support to state insurance departments in terms of capital markets research and insurance company investment activities. The objective of these calls is to give you the benefit of insight and experience from experts following the capital markets, especially as they relate to insurance companies and insurance regulation.

Dates
March 14
June 13
September 17
December 19

Continuing Education
1 credit, DRC, CPE

What others have said:
Following the presentation, I had a good discussion with my supervisor about the points presented in the webinar and what we should be doing in our examinations of companies. I loved the insights. Thank you for such a good and timely presentation.
Climate Change and Risk-Focused Examinations

Course Description
This intermediate-level one-week course provides an overview on the types of risks insurance companies face in relation to severe weather and climate change. It is designed for mid- and senior-level financial examiners in state insurance departments.

Through their study, examiners will develop a better understanding of climate change concepts, the various ways climate changes impact the insurance industry and, in turn, insurance regulation. The class will explore how solvency risks can arise in an insurer’s underwriting, investment, and reinsurance practices as a result of this impact. Additionally, the course will cover the effects on solvency when these three risk areas overlap.

Dates
One-week course
Start on any Monday

Continuing Education
6 credits
Company Licensing Application Review Process

Course Description
This two-week course provides a detailed look at the process for reviewing a Uniform Certificate of Authority Application (UCAA) and includes content for all application types; Primary, Redomestication, Expansion, and Corporate Amendments. The content includes a regulatory review process that covers checking the application for completeness, identifying red flags of issues or concerns, identifying areas of the application where follow-up with the Applicant Company may be necessary, verifying if a company is well capitalized to write business in your state, and making a recommendation for approval or denial of the application.

Prerequisite
It is strongly recommended that you complete the NAIC course Best Practices in Company Licensing before registering for this course.

Dates
April 22-May 6
July 15-29
September TBA
November 11-26

Continuing Education
26 credits, PIR

What others have said:
This course was very helpful in adding to my knowledge of processing primary and expansion applications. It helped me see what I am reviewing in a different way and understand how my analysis of the applications is very crucial to the licensing process.
Consumer Assistance Training

Course Description
If you are a consumer services representative or interested in improving the effectiveness with which you manage the complaint handling process from start to finish, this course should be an essential part of your preparation. You will learn how to process complaints, gain familiarity with complaint codes, learn why proper complaint coding is essential for effective regulation, and identify when to communicate issues with various divisions of your insurance department to ensure that consumers receive excellent service and that uniformity in complaint handling is achieved.

Dates
February 11-19
July 15-22
December 9-16

Continuing Education
14 credits, PIR

Internet-Based
Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:

I find these courses very beneficial and encourage any employee to consider taking them whether it is in their job description or not.
Effective Coaching Techniques for Financial Regulators

Course Description
Do you ever find yourself wanting to give feedback to staff but you hold back because you’re just not sure how to do it or how it will be received?

We’ve developed a class that’s designed to help you in this area! The Effective Coaching Techniques class offers insight into the importance of coaching in the workplace and those points to consider when giving feedback or receiving feedback. The class also provides examples of effective supervisory review using both financial analysis and financial examination based situations, making the content directly applicable to what you do.

If you are in a supervisory role in your department or hope to be a supervisor one day, this class is one to consider!

Dates
One-week course
Start any Monday, available March-May

Continuing Education
14 credits
Ethical Considerations of Insurance Companies

Course Description
Few people set out to behave unethically, but circumstances sometimes arise that can present dilemmas insurance professionals must confront and resolve while keeping their personal integrity intact. Our field is under intense scrutiny. To be effective, and to ensure our activities are always above board and compliant with established ethical standards, we need to become familiar with general codes of conduct, guidelines, policies and laws in place that are designed to govern behavior.

Learning Objectives
- Explain the role corporate governance plays in establishing the ethical standards of an insurance company.
- Identify specific laws which have ethical implications for an insurance company and, subsequently, determine if the company has controls in place to address these risks.
- Explain how professional obligations of persons acting on behalf of insurers will affect ethical insurer conduct.

Dates
One-week course
Start any Monday

Continuing Education
2 credits
Ethical Considerations of State Insurance Regulators

Course Description
Few people set out to behave unethically. But circumstances sometimes arise that present dilemmas state insurance regulators must confront and resolve while keeping their personal integrity intact. Our field is under intense scrutiny. To be effective, and to ensure our activities are always above board and compliant with established ethical standards, we need to become familiar with general codes of conduct, guidelines, policies and laws in place that are designed to govern behavior.

Learning Objectives
• Identify general ethical restrictions imposed by state government ethics laws, insurance department policies and professional organizations upon state insurance regulators.
• Describe conduct which may be a violation of State, Departmental or Professional ethical standards and to act in accordance with established ethical standards.
• Identify common areas of concern that a state insurance regulator should be aware of and may run into in regards to travel.
• Provide a general definition of the appearance of impropriety and to explain the importance of fairness and impartiality.

Dates
One-week course
Start any Monday

Continuing Education
2 credits

Internet-Based
Non-Instructor-Led
Regulator Only

Register

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Financial Analysis

Course Description
The work of the financial analysts is critical to assessing an insurer's financial condition and identifying and assessing an insurer's current and prospective risks. To aid in this solvency monitoring, several analytical and assessment tools have been developed and maintained by the NAIC.

This course is designed to help analysts learn techniques for effective financial analysis, methods that employ the solvency monitoring tools and support the procedures outlined in the Financial Analysis Handbook.

For some, this class may offer new insight on financial analysis techniques. For others, the course may be a good refresher while providing ideas for areas of improvement.

Dates
Two-week course
Start any Monday

Continuing Education
26 credits

Internet-Based
Non-Instructor-Led
Regulator Only

Register

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What others have said:
The course was useful in solidifying my understanding of the analytical tools and approaches, and how the group level analysis and multi-state supervision have evolved.
Financial Analysis Solvency Tools (FAST) Enhancements

Course Description

This webinar is open to all state regulators and contractors who conduct analysis work.

Dates
January 29, February 12

Continuing Education
1.5 credits, DRC, CPE

What others have said:

Very good webinar and an excellent presentation by all the speakers. I truly appreciated the webinar for focusing attention on what needs to be done (and the explanations of what not to do).
Financial Condition Examiners Handbook Update

Course Description
The NAIC will be presenting a webinar on 2019 Handbook Updates. This webinar is open to all state regulators and contractors who conduct analysis work.

Dates
February 14, 19

Continuing Education
1.5 credits

Webinar
Regulator Only

Register

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What others have said:

The presenters were very effective in their approach, and the material presented was concise and clear. Very good presentation regarding the Handbook updates.
Foundations of Insurance Regulation

Course Description
*Foundations of Insurance Regulation* is a must-have professional development experience for insurance department staff just beginning their careers, or seasoned regulators desiring some exposure to a broad array of regulatory disciplines. This two-week course is also the perfect foundation on which to build a repertoire of regulatory skills and concepts taught in other NAIC courses such as *Introduction to Financial Regulation* and *Regulation of Insurance Products*.

Dates
Two-week course
Start the first Monday of each month

Continuing Education
26 credits, APIR

Internet-Based
Non-Instructor-Led
Regulator Only

Register

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What others have said:
The discussions are always interesting since there are entry-level employees along with seasoned vets that have different viewpoints.
How to Analyze Insurer Investment Portfolios

Course Description

How to Analyze Insurer Investment Portfolios is designed to improve students’ analytical skills and walk them through the tools available to financial examiners and analysts who analyze insurer investment portfolios. This hybrid course includes an update on investment products and trends relevant to insurer portfolios. Participants will discuss the reporting of invested assets as well as underlying risks that are not readily apparent.

This course is intended for financial examiners and analysts, but any interested regulator is welcome to participate.

Date
To be announced

Continuing Education
12 credits, PIR
3 credits, CPE

Hybrid
Regulator Only

Register

Back to Course Listing

What others have said:

NAIC did a good job organizing this course for analysts. It was very helpful, and I hope we have more of such courses in the future.
Introduction to Critical Thinking

Course Description
“Critical thinking” is a term that’s heard a lot in business settings. Employers want to hire people who can think critically. But what does that actually mean? What is it that critical thinkers do that elevates the level of their thinking that a non-critical thinker does not?

This regulator-only class will explore what it means to be a critical thinker. It will cover the components of the thought process, ways to evaluate how we think, and the role inquiry plays in critical thinking. Anyone who wants to look at “thinking” differently and learn the traits of a critical thinker will benefit from this class.

Dates
One-week course
Start any Monday

Continuing Education
2 credits

Internet-Based
Non-Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:

The case studies are great. This is a well-thought-out course, and you get a lot of useful information without taking up a lot of time.
Introduction to Financial Regulation

Course Description
Are you a new financial examiner or analyst looking for a course designed just for you? If you have been in financial regulation two years or less, plan to enroll today in Introduction to Financial Regulation. Through this introductory course, you will gain an overview of several key areas of financial regulation:

- Differences between SAP & GAAP
- Assets and liabilities
- The P&C and life annual statements
- Tools available to you as examiners & analysts
- The financial analysis process
- The risk-focused examination process

Dates
Three-week course
Start the first Monday of each month

Continuing Education
38 credits, APIR

Internet-Based
Non-Instructor-Led
Regulator Only

Register

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What others have said:

I enjoyed taking this course. I have a very limited background of financial regulation, and this course has taught me a great deal as to how financial regulation works and the role played by examiners and analysts.
Market Analysis Techniques

Course Description
Regulators interested in learning more about the core duties for state market analysts as outlined in the Market Regulation Handbook will not want to miss this important course. Participants will gain hands-on experience navigating, extracting, and analyzing data from NAIC databases, as well as experience running reports from the MIS.

This course will provide a detailed focus on the analysis of complaint data and complaint ratios, an in-depth look at the company market analysis profiles, and an explanation of the relevance of financial data to market analysis. Participants will learn through lectures and case studies what regulatory action should be initiated in response to identified problems at a company.

Dates
March 4-25
October 7-29

Continuing Education
38 credits, PIR

What others have said:
I find this course necessary for anyone who plans to perform market analysis as it has been developed. The manual provides a great reference tool for the future to reinforce items learned throughout the course.
Market Conduct Annual Statement

Course Description
This two-day course will cover all aspects of the Market Conduct Annual Statement (MCAS). Participants will learn the basic history of the MCAS and the process for collecting MCAS data. They will learn about the lines of business and data elements collected through the MCAS, and they will gain an understanding of the roles of NAIC staff and state regulators during the MCAS collection period. The course will also cover MCAS analysis techniques using iSite+ tools and the identification of outliers.

This course is designed for analysts new to market analysis or those wanting to learn methods for incorporating MCAS data into their analysis.

Dates
May 9-10

Continuing Education
11 credits, DRC

Classroom
Regulator Only

Register - May 9-10

What others have said:
I liked seeing some of the new technologies that may be available to make analysis more user-friendly going forward.
Market Conduct Examinations

Course Description
This three-week online course will cover all aspects of the Market Conduct Examination. Participants will learn how to use the Market Regulation Handbook when conducting an examination, determine logistical and administrative requirements for an efficient examination, and identify required elements of a Market Conduct Examination Report. The course will also cover how to successfully close a Market Conduct Examination and ensure a confident mindset through the examination process.

Online Only Dates
January 7-29
November 4-26

Hybrid Course Dates
April 29-May 20, meet in Kansas City, MO May 7-8

Continuing Education
38 credits, PIR

Internet-Based Non-Instructor-Led / Hybrid Regulator Only
Register - January 7-29
Register - Apr 29-May 20 (hybrid)
Register - November 4-26

What others have said:
The class was very interesting, informative and worthwhile. I would recommend this online course as a prerequisite to any examiner before conducting the first examination of a company, agency, affiliate of the company, a producer and the like.
Practical Manager Program

Course Description
The NAIC’s Practical Manager Program is an interactive workshop designed specifically for managers, supervisors, and executive-level leaders within state insurance departments. This SPIR-level course uses real world examples and engaging, up-to-date content to develop effective leaders for state departments of insurance.

Modules
• Taking the Lead
• Personal Leadership
• Achieving Results through Others
• Leading Performance Change through Training
• Appraising Performance
• Managing Tasks and Priorities
• Staff Development for more Agile Teams
• Goal Planning & Execution

Note: This program can also be customized to meet your department’s needs. Visit the Practical Manager Program webpage or contact Marla Worley at mworley@naic.org.

Dates
September 9-10

Continuing Education
10.5 credits, SPIR

Classroom
Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:
This course is exactly what it says it is—practical. Managers at all levels can gain insight and helpful strategies to manage their employees as well as their own workload more effectively.
Regulating for Solvency

Course Description
This class is designed to help experienced financial regulators hone their critical thinking skills in identifying and assessing the risks that threaten a company’s current and prospective solvency, and then determining the action that should follow. In a broad sense, this class is about taking the information that you know about an insurer, understanding the implications of that information, and determining your next steps as an examiner or analyst.

The class begins with a foundational unit that addresses how solvency is assessed, the key causes of insolvency, and regulatory tools used when identifying and addressing critical risks within the U.S. Solvency Framework Core Principles. The remaining units then address specific risks, the risks that have the tendency to cause the most problems, ones that tend to repeat themselves over and over through different economic cycles.

Note: This class is designed for state insurance financial examiners and analysts with a minimum of three years’ experience; this is not an introductory course.

Dates
July 8-22
September 23-October 7

Continuing Education
26 credits, PIR

Internet-Based
Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:
I found the class to be very informative. It provided a good overview of the many tools that can be used by regulators when monitoring the solvency of an insurer. It also provided information on other issues relating to solvency.
Regulating Risk Retention Groups

Course Description
This course will equip you with the skills and strategies needed to effectively regulate and understand the operations of risk retention groups (RRGs). No longer do you need to struggle with how to apply the standard analysis techniques for the traditional insurance company when working with a Risk Retention Group.

This class is designed to expose you to a more specialized set of concepts and skills thereby preparing you to better regulate RRGs, whether you're a financial analyst, product filing or financial examiner, regulatory attorney, or property/casualty actuary.

Dates
October 14-29

Continuing Education
26 credits, PIR

Internet-Based Instructor-Led Regulator Only

Register

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What others have said:
I found the threaded discussions to be the most interesting. It was very enlightening to see other's positions on issues of controversy.
Regulation of Insurance Products

Course Description
How do insurers price the products they sell? How do insurance products differ from other financial services offerings? How do regulators evaluate property and casualty rates submitted by insurers? Since life insurance rates are not regulated, what do regulators do to monitor the sales of life insurance products? Why do states vary in their approaches? So many questions—and we have the answers in this course designed especially for regulators!

Rate and policy form examiners, market analysts, and legal staff will want to attend to learn how to review insurance contracts and acquire the know-how needed to effectively use such regulatory efficiency tools as SERFF, the review standards checklists, uniform product naming standards, and filing metrics.

Dates
Two-week course
Start the first Monday of each month

Continuing Education
26 credits, APIR

What others have said:
This provides us with the necessary framework to face the daily issues and align our direction towards our mission as regulators.
Regulatory Leadership Forum

Course Description
Join us in Kansas City for NAIC’s top-tier regulatory leadership training event. The NAIC’s Regulatory Leadership Forum combines networking and learning sessions aimed at helping Commissioners, Directors, Superintendents, senior staff members, and SPIR Designation Candidates acquire contacts and skills to lead the way as new regulatory initiatives continue to emerge.

The Regulatory Leadership Forum has been called “the perfect orientation for freshman regulatory leaders.” But with its media workshop segment and highly interactive management simulation, it is a rewarding experience for more seasoned leaders as well.

Dates
September 24-26

Continuing Education
SPIR

Classroom
Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:

Very meaningful experience to learn the NAIC system, meet key folks in the states and gather a wide range of industry information.
Risk-Focused Examinations

Course Description
Learn the basics of the risk-focused exam process in this course for all new examiners.

We have designed the course to teach you the fundamental principles and processes associated with risk-focused examinations. After completing this course, you will be able to better help your state conduct effective financial examinations by focusing your procedures on the areas of greatest risk.

Learning Objectives:
• Analyze an insurer’s current and prospective solvency risk using the risk-focused surveillance approach.
• Reference and utilize the information in the Financial Condition Examiners Handbook pertaining to risk surveillance.
• Identify the risk inherent in an insurer’s operations and utilize that evaluation in formulating the ongoing surveillance of an insurer.
• Bring focus to the broader issue of management’s ability to identify, assess and manage the business risks of the insurer (corporate governance).

Dates
Two-week course
Start any Monday, beginning April 1

Continuing Education
26 credits, PIR

Internet-Based
Non-Instructor-Led
Regulator Only

Register

Back to Course Listing

What others have said:
As a market conduct examiner, I have had no experience with financial examinations especially risk-focused examinations. I was impressed with the course content, format and materials used.
Risk-Focused IT Review

Course Description
The examination of information technology (IT) utilized by an insurer is an important part of the examination process. As such, a formalized process to complete a general IT review is included in the Financial Condition Examiners Handbook to assist the IT examiner in completing this important piece of the financial condition examination.

This course provides an overview of the IT review process and tools used to complete the review. The course will not only be an overview, but will also give regulators a chance to review its application in real-life situations.

All financial examiners and IT examiners with limited experience in utilizing the IT review process, as well as other regulators who wish to gain a better understanding of the process and tools utilized in examining an IT environment, will benefit from this course.

Dates
September 9-23

Continuing Education
26 credits, PIR

What others have said:
I found the input from various states regarding their experience with implementing the risk-focused approach to be very helpful as we are in the beginnings of this transition.
Understanding the Federal Legislative & Regulatory Process

Course Description
Learn how a bill really becomes a law... and so much more!

What strategies are applied to influence legislative and regulatory processes? What statutes are in place to coordinate federal and state regulation of insurance? What role does the NAIC play? If you have ever been confused by the complexities associated with establishing public policy, this is a course you won’t want to miss. This one-week course is taught by Government Relations Staff from NAIC’s Washington, DC office.

Dates
October 14-22

Continuing Education
14 credits, PIR

What others have said:
From taking this course I was able to obtain a more in-depth understanding of how federal legislation and the regulatory process work in conjunction with one another.
U.S. Insurance Industry Results and Solvency Monitoring Risk Alert

Course Description
Learn about recent trends and developments in the U.S. insurance industries and the industries’ key current and prospective risk concerns in this special webinar designed primarily for insurance financial analysts and examiners.

You will come away from this webinar better understanding market conditions, trends and developments, and key factors impacting U.S. insurance industry financial results.

Dates
P&C/Title
June 5

Life/Health
June 11

Continuing Education
1 credit, DRC, CPE

What others have said:
The webinar was excellent and the information extremely useful and helpful in the risk-focused examination approach.
Annual Statement Investment Schedules

Course Description
If you are responsible for preparing the annual statement investment schedules and would like more concentrated discussion and study of Schedules A, BA, B, D, DA, DL and E, this course is highly recommended!

Through comprehensive text materials, online instructor-facilitated discussions, and virtual practice exercises, you will obtain the knowledge you need to accurately report your company’s investments. You should have at least one year of experience in financial reporting to benefit fully from this course.

Dates
November 11-19
December 2-9

Non-Regulator Tuition
$495

Continuing Education
14 credits

What others have said:
Overall this was a very good course for beginners as well as for those individuals that needed a refresher course (as I did). Anyone who will be doing the investment reporting for their company will benefit from taking the course.
Basic Derivatives

Course Description
The Basic Derivatives non-instructor-led course is a primer on fundamental concepts that regulators can draw upon when reviewing derivative instruments. The course is composed of reading material, six brief lectures and other learning activities designed to equip regulators with the capabilities described in the learning objectives.

Dates
One-week course
Start any Monday

Continuing Education
4 Credits

Internet-Based
Non-Instructor-Led
Regulator Only

Register
Back to Course Listing
Basic Fraud Investigations

Course Description
This two-week course is designed to assist state insurance officials in detecting, monitoring, and investigating insurance fraud, both by and against consumers. Participants will learn basic terms and concepts, how to use available fraud databases provided by the NAIC and other online search tools in their investigations, and how to investigate agent and consumer fraud. Healthcare and workers compensation will be major areas of focus. Legal considerations will also be highlighted.

Dates
Two-week course
Start the first Monday of the month

Non-Regulator Tuition
$445

Continuing Education
26 credits, PIR

What others have said:
This was the first time for me to do a course in this format, and I found it to be very helpful, thought-through and comprehensive.
Basic Reinsurance

Course Description
If learning more about reinsurance is on your professional to-do list, then don’t miss the opportunity to sign up for this comprehensive one-week online course.

You will come away with an overall better understanding of reinsurance, the role it plays, why it is needed in the market, how it is used and how it is regulated through units that cover:

- An Introduction to Reinsurance
- The Forms, Methods and Types of Reinsurance
- Reinsurance Contracts
- Risk Transfer
- Annual Statement Reporting
- Current Issues

Dates
June 17-24
October 7-15

Non-Regulator Tuition
$495

Continuing Education
14 credits, PIR

What others have said:
I have relayed what I learned to my reinsurance manager, and they are very impressed with what I have learned from just one basic course.
Core Legal

Course Description
This two-week course is designed to acquaint attorneys new to state regulation with the various laws that govern the insurance industry. The course begins with a historical presentation of milestones and court cases that have shaped our current understanding of insurance and the business of insurance. Attorneys who want a broader understanding of their role within the state regulatory framework should not miss the opportunity to participate in this course.

This course is designed primarily for attorneys and other professionals with less than five years of experience in insurance regulation or compliance. However, veteran attorneys may also benefit from information provided within this course by NAIC legal staff.

Dates
Two-week course
Start any Monday, beginning March 11

Non-Regulator Tuition
$445

Continuing Education
26 credits, PIR

What others have said:
There is a lot of information, and it was a welcome challenge. I am sure in the years ahead I will recall this course as an excellent primer.
Corporate Governance

Course Description
Sound corporate governance practices are the support on which the business of insurance and the public confidence rest.

This course offers a vital look into corporate governance practices and the expectations and requirements of regulators. The course explores the interrelationship of the regulatory policies that affect the insurance industry and insurers' compliance to these policies.

Also included is an extensive review of the Corporate Governance Annual Disclosure Model Act and Regulation including discussion on confidentiality protections, compensation disclosures, and critical risk areas.

This class will benefit both industry personnel and state insurance regulators who want to better understand corporate governance requirements and the guidance provided in the new Corporate Governance Model Act and Regulation.

Dates
One-week course
Start any Monday, beginning March 25

Non-Regulator Tuition
$345

Continuing Education
14 credits, PIR

What others have said:
I found the course excellent, and it will be very helpful in my future assignments. I would strongly recommend it to everybody who has not taken this course.
Health Annual Statement Preparation

Course Description
Join us for a comprehensive two-week online course that will provide interactive guided practice in completing the Health Annual Statement.

Learn the Health Annual Statement completion process while experiencing a walk through of the various schedules and exhibits.

Health Annual Statement Preparation is designed for individuals with one to five years of experience in the preparation, analysis or auditing of the health annual statement.

Dates
September 23-October 7

Non-Regulator Tuition
$595

Continuing Education
26 credits

Internet-Based
Instructor-Led
Public

Register

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What others have said:
I found this class challenging but very worthwhile. I feel prepared to tackle the Health Annual Statement for the first time. Many thanks.
How to File Securities with the SVO

Course Description
If you are new to filing securities with the Securities Valuation Office (SVO) or if you have some experience filing but would like a refresher, this course is for you! Filing delays can create inefficiency and frustration for filers. The NAIC has designed a one-week online course that helps take the guesswork out of your security filings and helps eliminate delays in filings that can result from inexperience with using the filing system and with using the available resources. By providing helpful hints and explaining the roles of each party, such delays can be minimized and efficiency increased.

When you have completed the course, you will be able to explain why you need to file securities, what is to be filed, what is not to be filed, when you should file and, most importantly, the necessary information to include with your submissions.

Dates
One-week course
Start any Monday, beginning May 6

Non-Regulator Tuition
$295

Continuing Education
14 credits

Internet-Based
Non-Instructor-Led
Public

Register
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What others have said:
This course has taken the mystery out of filing. I feel more confident and look forward to start filing. Filing is part of my development plan, and I have gained the necessary skills thanks to this course.
Interest Maintenance Reserve/Asset Maintenance Reserve (IMR/AVR)

Course Description
Increase your understanding of the Interest Maintenance Reserve and the Asset Valuation Reserve (IMR/AVR) by taking this special one-week online course designed for insurance company staff who prepare the life or fraternal annual statement and for state insurance department employees who audit or analyze these statements. It provides accounting guidance and instructions for completing the annual statement pages.

Dates
One-week course
November 4-12

Non-Regulator Tuition
$495

Continuing Education
14 credits

Register

What others have said:
This course worked well for me; it allowed me to work at my own pace while continuing to complete assigned tasks as part of my job.
An Introduction to the Insurance Industry and its Regulation

Course Description
The *Introduction to the Insurance Industry and its Regulation* course serves as an orientation to the fundamentals of insurance for new regulators and insurance industry professionals. Through independent study, you will be introduced to such topics as the role of insurance in our economy, insurance and the management of risk, and insurance product lines, among others.

This is a six-week text-based course. You will study the text *An Introduction to the Insurance Industry and its Regulation* and then complete an online exam. You have two attempts to successfully complete the exam, and both attempts must be completed within the six-week time frame.

Dates
Six-week course
Start any Monday

Non-Regulator Tuition
$295

Continuing Education
10 credits
Introduction to Statutory Accounting Principles

Course Description
If you or your staff are looking for the perfect primer on statutory accounting, there is simply no better training source than the NAIC and our Introduction to Statutory Accounting Principles course!

This course is designed for those who are new to statutory accounting or have very limited (2 years or less) experience with the application of statutory accounting principles.

Dates
Two-week course
Start any Monday

Non-Regulator Tuition
$445

Continuing Education
26 credits

What others have said:
I was very impressed with how well the information in this course was taught. I would definitely recommend this course to any of my coworkers as well as anyone who is currently working in the insurance industry.
Life Annual Statement Preparation

Course Description
NAIC’s Life Annual Statement Preparation class is the latest addition to a suite of courses with annual statement themes. This two-week course offers the most up-to-date statutory accounting and reporting requirements, along with a fundamental understanding of statutory accounting principles (SAP) and the differences between SAP and Generally Accepted Accounting Principles (GAAP). You will learn about Assets, Liabilities, Risk-Based Capital and Reinsurance as they pertain to filing the life blank. This class is designed for those with up to five years experience working with the life blank, whether in reporting, analyzing or auditing.

Dates
Two-week course
September 30-October 15

Non-Regulator Tuition
$595

Continuing Education
26 credits

Internet-Based
Non-Instructor-Led
Public

Register

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What others have said:

I plan to send staff from my team to this course in the future. I found this to be the most useful learning experience I’ve had in a long time, and I know others in my group would greatly benefit from it as well.
**Market Conduct Annual Statement (MCAS) Online Industry Training**

**Course Description**
This one-week non-instructor-led online course provides a comprehensive walk-through of the MCAS filing process for those who are new to the process or need a refresher.

You will gain an overview of several key areas of the MCAS submission:
- Resources available for MCAS filers
- Understanding user administration
- Guidance on the use of the automated waiver and extension process
- Instructions and helpful tips on manually entering the MCAS data
- Analyze MCAS messages
- Uploading a CSV file

**Dates**
- March 18-25
- March 25-April 1
- April 1-8
- April 8-15
- April 15-22
- April 22-29

**Non-Regulator Tuition**
No fee
**MCAS: Online Submission Tool for 2019**

**Course Description**
New for 2018 Data Year Submissions: Lender-placed auto and homeowners MCAS data will be collected for the first time beginning with the 2018 data year.

Learn about the NAIC's MCAS Online Submission Tool and how to effectively use the online application to submit your health and lender-placed filings. MCAS data submissions are required for all companies licensed and reporting at least $50,000 of lender-placed auto and homeowners and health earned premium for all coverages reportable in MCAS (includes both in-exchange and out-of-exchange) within any of the participating MCAS jurisdictions.

**Dates (Health Filings)**
- March 27
- April 17
- May 7

**Dates (Lender-Placed Auto and Homeowners)**
- April 4
- May 7

**Non-Regulator Tuition**
No fee
Producer Licensing

Course Description
This course takes you from the beginnings of producer licensing through the integration of current policies and processes and up to initiatives that are on the horizon. The course is an excellent learning opportunity for licensing analysts, consumer service analysts, market conduct examiners, fraud investigators or anyone interested in learning more about producer licensing and the important policies and technology shaping its future.

This course will encompass the following topics:
- The History of Producer Licensing
- Licensing Reciprocity and Uniformity
- State Licensing Process
- The Products and Services of NIPR
- Future NAIC Activities

Dates
February 4-11
October 21-28

Non-Regulator Tuition
$345

Continuing Education
14 credits, PIR

What others have said:
The course is a worthwhile effort, and I would recommend it to others here at the department, even for people who do not work in licensing.
Property/Casualty Annual Statement Preparation

Course Description
Learn the most up-to-date statutory accounting and reporting requirements for property & casualty insurance without ever leaving your office!

After completing this two-week class, you will gain a fundamental understanding of statutory accounting principles, statutory filing requirements and risk-based capital. You will see how the investment schedules data flows through the other parts of the statement and learn the impact reinsurance has on the insurance business and the required reporting. A sample P/C annual statement will be used throughout to support your learning.

Dates
September 9-23

Non-Regulator Tuition
$595

Continuing Education
26 credits

What others have said:
The class is actually exceeding my expectations. I have taken several statutory classes, but none through the NAIC. I feel these have been much more explanatory than other classes I have taken.
Risk-Focused Exams: The Role of an Examining Actuary

Course Description
If you are an actuary who supports risk-focused examinations, this course has been designed especially for you! Under the risk-focused examination approach, it is expected the examining actuary will be more involved throughout the examinations process. This course will prepare actuaries to be more effective in supporting examinations.

This course is open to appointed actuaries and interested parties (industry). Examiners-in-Charge and other supervising examiners may benefit from this training by gaining a better understanding of how they should be integrating the actuary into the examination team.

Dates
One-week course
Start any Monday

Non-Regulator Tuition
$345

Continuing Education
14 credits

What others have said:
A well-prepared presentation. It helped to clarify the role of the actuary and how such role is coordinated with financial exam team.
SERFF Training

Course Description
The System for Electronic Rate and Form Filing (SERFF) team and NAIC Education & Training are bringing SERFF Training directly to you in a live, online format without an increase in price from the prior year. This training is offered by NAIC staff that has over 15 years experience in training SERFF to all state and industry users.

This NAIC instructor-led course is designed specifically for industry personnel associated with submitting electronic filings with the SERFF system. This hands-on training will enable you to better understand the SERFF application and the entire filing process.

Dates
Multiple sessions are available.

Non-Regulator Tuition
$495

What others have said:
Great coverage, very thorough. Being able to watch, listen and be hands-on was the best.
Statutory Accounting and Reporting Issues Webinar Series

Course Description
Get up-to-date information directly from the source by participating in the 2018 Statutory Accounting and Reporting Issues Webinar Series!

Staff from the NAIC Financial Regulatory Services Division will explain the changes in 2018 that are published in the March 2019 Accounting Practices and Procedures Manual, as well as changes to annual statement reporting for annual 2019 and quarterly 2020.

If you prepare, analyze or examine statutory financial statements, these webinars will benefit you. These webinars offer something for those in all lines of business (property/casualty, life and health).

Dates
July 16, September 19, December 10

Non-Regulator Tuition
$275 (per webinar)

Continuing Education
2 credits per webinar, DRC, CPE

Webinar
Public

Register - July 16
Register - September 19
Register - December 10

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What others have said:
I feel the webinar was very helpful; it provided research resources that will be useful during quarterly/annual filing periods. I would surely enroll in another seminar of this nature.