

BECOME AN INDISPENSABLE RISK MANAGER

A custom learning path to navigate your way toward a thriving career.

THE RISK MANAGER

RISK MANAGERS assess risks and implement strategies that control, avoid, or eliminate exposures and offer financial solutions to protect organizations from disastrous outcomes. They help organizations avoid unprofitable risks, constrain potential problems, and use risk events as growth opportunities that help clients long term. Using an effective risk management process, Risk Managers can help businesses keep long-lasting profitability and performance.

There is no "ground-up" learning path for a risk manager. Many risk managers come from specific disciplines, typically Claims, Loss Control, or Insurance Production. These individuals already have a foundation upon which to build their risk management skills. Depending on their discipline they usually have coverage knowledge—most commonly Commercial Lines. College graduates with degrees in risk management and insurance also have a solid basis to build upon. Many of them have earned the UACRM certification.

Insurance agents, producers and service personnel often take risk management courses to be able to provide value added services to their clients and to differentiate themselves from their competitors. The risk management skill of exposure identification allows them to design better insurance programs for their clients and helps to avoid coverage gaps.

START



ELEMENTS OF RISK MANAGEMENT

This course provides tools and techniques to identify exposures, assess their impact on clients' assets and operations, consider a variety of loss funding/insurance options, control losses and claims, and implement risk management and loss control procedures and monitor their progress.

PRINCIPLES OF RISK MANAGEMENT

This course lays a solid foundation by giving you the tools to properly identify exposures—the first and most important step in the risk management process.



ANALYSIS OF RISK

You'll acquire a facility with the analysis and measurement of exposures and loss data that is fundamental to risk management.

CONTROL OF RISK

Learn to take action by focusing on solutions that will prevent, reduce, avoid, or eliminate risk.



FINANCING OF RISK

Risk financing options can solve the various needs of an organization based on its risk-taking appetite and ability.

PRACTICE OF RISK MANAGEMENT

This updated and revised course consolidates what you have learned in other CRM courses. For this reason, it is suggested that you take this course last. The Practice of Risk Management also helps tackle the daily and managerial requirements.



EARN
THE CRM
DESIGNATION



PERSONAL CLIENT RISK MANAGEMENT

High-net-worth clients have unique risks and exposures. It takes a different type of risk manager to understand, mitigate, and control those risks.

EVALUATING AND PROTECTING THE LIFESTYLE

Agency Operations can transform you into an indispensable team player in any insurance agency or give you the confidence to move into another position.



PRACTICAL APPLICATION OF RISK MANAGEMENT

Learn how to develop and sustain a high-net-worth client division with effective relationship management.

UNDERSTANDING COVERAGE DIFFERENCES

Affluent and high-net-worth clients have complex needs and may not be aware of the risks and exposures they face.



WINNING THE BUSINESS: THE ART OF PRESENTATION

Communicate with your high-profile clients—learn the process of selling and delivering sharp proposals that high-net-worth clients expect.

EARN
THE CPRM
DESIGNATION



CRM DESIGNATION
DIPLOMA & PIN



CPRM DESIGNATION
DIPLOMA & PIN

COMPREHENSIVE LEARNING

DYNAMICS MASTER SALES

INDUSTRY-SPECIFIC SALES
TRAINING COURSES

PROFocus series

HIGH-LEVEL INSURANCE AND
RISK EDUCATION TOPICS

WILLIAM T. HOLD SEMINARS

40+ ESSENTIAL SPECIALTY
AND ADVANCED TOPICS