

AS A RISK MANAGEMENT PROFESSIONAL, you need to keep pace with the rapidly changing risk environment, and to do so you need to build a strong foundation in effective risk management skills and techniques. The Institutes’ professional development learning solutions provide you with practical skills you can use in your everyday work — enhancing your productivity and career opportunities throughout your insurance career.

- ▶ **INTRODUCTION TO RISK MANAGEMENT**  
Build a strong foundation in basic risk management principles
- ▶ **ASSOCIATE IN RISK MANAGEMENT (ARM)**  
Enhance your risk management skills and learn how to build and implement a balanced risk financing strategy using retention, transfer, and hybrids
- ▶ **ASSOCIATE IN RISK MANAGEMENT FOR PUBLIC ENTITIES (ARM-P)**  
Broaden your risk management perspective through an understanding of unique risk management needs for public entities
- ▶ **ASSOCIATE IN RISK MANAGEMENT-ERM (ARM-E)**  
Empower your organization to make better-informed business decisions and optimize its risk management by aligning ERM with strategic goals
- ▶ **CHARTERED PROPERTY CASUALTY UNDERWRITER (CPCU®)**  
Prepare for career advancement with a broader strategic view of risk management and insurance
- ▶ **ASSOCIATE IN NATIONAL FLOOD INSURANCE (ANFI®)**  
Reinforce the technical and practical knowledge and skills you need to confidently and accurately handle all aspects of flood insurance coverage
- ▶ **ASSOCIATE IN MARINE INSURANCE MANAGEMENT (AMIM)**  
By balancing the study of specialized ocean and inland marine insurance and underwriting content with material on the overall business of insurance, AMIM arms you with knowledge you can apply to a wide variety of situations

JOIN THE CONVERSATION

Share knowledge and information with other risk management professionals around the world.

Join The Institutes’ online community at [community.TheInstitutes.org](https://community.TheInstitutes.org).

Also join us on [!\[\]\(d66ff64371a51729ac8c1cdaa685ba6f\_img.jpg\)](#) [!\[\]\(0f31ebba7abcd47777e178db26f29705\_img.jpg\)](#) [!\[\]\(63ea948177b1bcc486b2b76d20d5fb69\_img.jpg\)](#)

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The Institutes have practical, cost-effective and relevant professional development solutions for risk management professionals. Whether you are new to the industry or a seasoned veteran, The Institutes have the proven knowledge that will help you achieve the professional results you are looking for.

RISK MANAGEMENT

Did You Know?

3 Risk Management-Specific Designation Programs Available

4+ Flexible Learning Delivery Options

5+ Courses Eligible for Elective Credits toward Other Institutes Designation Programs

And here is what recent designees had to say about the Associate in Risk Management (ARM) program:

82% attributed their salary increase directly to having completed the program

80% believe that earning the designation led to increased job opportunities

87% said the program helped them prepare for their long-term career goals

NEED MORE CONVINCING?

“I found ARM to be a more in-depth study of risk management, allowing the student to **pin point the specific information needed to help clients manage their loss exposures more effectively**. I certainly felt it was worth the time spent to obtain the designation.”

Lois Dich, CPCU, AAM, ARM  
Commercial Lines -Accounts Manager  
Brown & Brown of CT, Inc.

“I can tell I am getting a solid foundation for the future when the topics I am learning about in my ARM coursework are either directly applicable to what I am working on or related to issues I have seen in past work experience. It’s impossible to gain work experience in a short amount of time – you simply have to put in the time. But with learning the material from the ARM’s segmented exams, you can **put yourself at an advantage by improving your awareness of key risk concepts and techniques** in manageable chunks of time, raising the likelihood you will hit the ground running as soon as you have the chance.”

Samit Suh  
Information Management Analyst  
Zurich Insurance Company

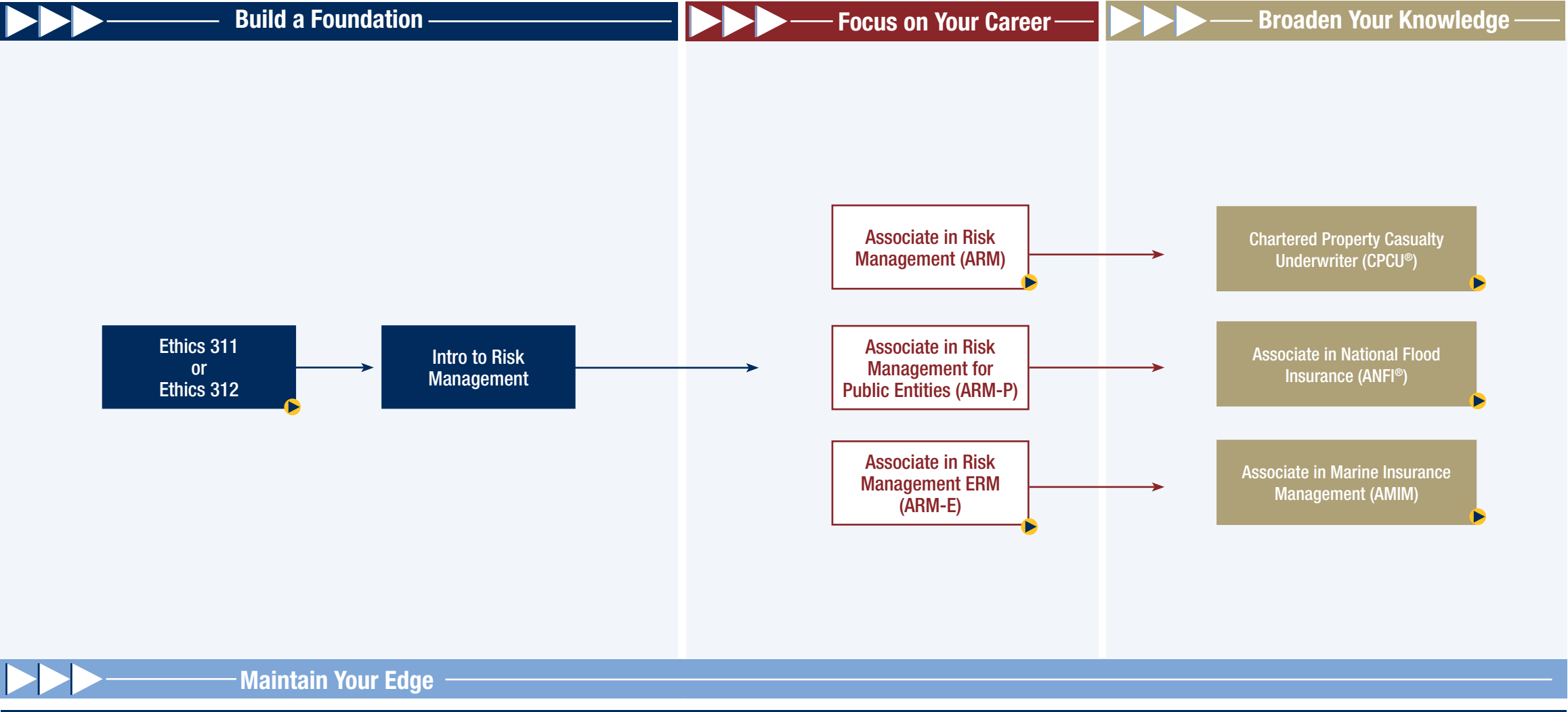
“During my years in management, I have found that **the most successful employees invest their time in insurance specific education**. Whether it is the CPCU, AU, AIM, or ARM, a high quality employee continues his or her education. These employees are the ones that get noticed and are at the front of the line for promotions.”

Diana Van Horn, CPCU, CIC, CRM  
Intermountain Regional Vice President  
Unigard Insurance

Turn the page for more information and learn more online at [www.TheInstitutes.org/ARM](https://www.TheInstitutes.org/ARM)

MODEL PROFESSIONAL DEVELOPMENT PATH FOR A RISK MANAGEMENT PROFESSIONAL

To order study materials, register for exams or for detailed course or program information, go on to [www.TheInstitutes.org](http://www.TheInstitutes.org).



▶ Courses within this program apply to multiple Institutes programs. See [www.TheInstitutes.org](http://www.TheInstitutes.org) for details.

Broaden Your Knowledge

- ▶ **Chartered Property Casualty Underwriter (CPCU®)**  
Prepare for career advancement with a broader strategic view of risk management and insurance. Earn elective credit for ARM 56 or ERM 57, then complete four core and three concentration courses in either personal or commercial lines.
- ▶ **Associate in National Flood Insurance (ANFI®)**  
Reinforce the technical and practical knowledge and skills you need to confidently and accurately handle all aspects of flood insurance coverage.
- ▶ **Associate in Marine Insurance Management (AMIM)**  
By balancing the study of specialized ocean and inland marine insurance and underwriting content with material on the overall business of insurance, AMIM arms you with knowledge you can apply to a wide variety of situations.

Build a Foundation

- ▶ 350—Introduction to Risk Management  
Build a strong foundation in basic risk management principles.
- ▶ 311—Ethical Guidelines for Insurance Professionals *or*
- ▶ 312—Ethics and the CPCU Code of Professional Conduct  
Establish a practical ethical decision-making framework for any property-casualty insurance or risk management insurance career.

Focus on Your Career

- Associate In Risk Management (ARM)**  
Increase your value to your organization by learning to design a risk management program for hazard, operational, financial, and strategic risks.

  - ▶ ARM 54—Risk Management Principles and Practices
  - ▶ ARM 55—Risk Assessment and Treatment
  - ▶ ARM 56—Risk Financing
- Associate In Risk Management for Public Entities (ARM-P)**  
Broaden your risk management perspective through an understanding of unique risk management needs for public entities.

  - ▶ ARM 54—Risk Management Principles and Practices
  - ▶ ARM 55—Risk Assessment and Treatment
  - ▶ ARM 56—Risk Financing
  - ▶ RMPE 352—Risk Management for Public Entities
- Associate In Risk Management-ERM (ARM-E)**  
Empower your organization to make better-informed business decisions and optimize its risk management by aligning ERM with strategic goals.

  - ▶ ARM 54—Risk Management Principles and Practices
  - ▶ ARM 55—Risk Assessment and Treatment
  - ▶ ARM 56—Risk Financing
  - ▶ ERM 57—Enterprise-Wide Risk Management: Developing and Implementing

Maintain Your Edge

- Continuing Education (CE)**  
Maintain license compliance through convenient online CE with our CEU.com range of courses. Visit [www.ceu.com](http://www.ceu.com) for a current course listing.
- Online Learning**  
Fill gaps in your technical knowledge with The Institutes' growing collection of more than 300 self-study online courses.
- Learn more online at [www.TheInstitutes.org](http://www.TheInstitutes.org).**