



## **Frequently Asked Questions**

### **What is AAI?**

The Accredited Adviser in Insurance (AAI) program focuses on three primary areas: (1) the technical aspects of the insurance business, including coverage and pricing; (2) the marketing of insurance products, including producer relationships with both clients and underwriters; and (3) the operating and management of insurance agencies & brokerages.

### **Who should earn the AAI designation?**

The Accredited Adviser in Insurance (AAI) program is designed to meet the educational needs of insurance producers, customer service representatives, and other agency & brokerage personnel who wish to expand their technical knowledge to gain an advantage in their careers.

### **Do I have to be licensed to get this designation?**

No, everyone is welcome to attend any of the AAI classes and pursue the AAI designation.

### **How are AAI courses offered?**

AAI courses are offered throughout the education calendar year, generally one per month. There are nine courses including: AAI 81A – Principles of Insurance; AAI 81B – Personal Insurance; AAI 81C – Commercial Property Insurance; AAI 82A – Commercial Liability Insurance; AAI 82B – Other Commercial Insurance; AAI 82C – Specialized Insurance and Bonds; AAI 83A – Principles of Agency Management; AAI 83B – The Insurance Production Environment; AAI 83C – Agency Management Tools and Processes.

### **Is the AAI designation comparable with the CIC designation?**

Yes it is with a couple of big differences. 1) You do not have a continuing education requirement to maintain the designation once you attain the AAI. With CIC, you must attend one of their three day seminars each year to maintain your designation. 2) The cost of the average CIC seminar is \$420+/- plus the cost of hotel/food/mileage for 3 days and the cost of being out of the office for three days at a time. The cost of AAI classes averages \$170 each and you are only out of the office one day a month so there is usually no need for a hotel stay. 3) The CIC designation must be completed within 5 years or you must start over. The AAI program does not have a time limitation. 4) There are 9 one day classes with exams in the AAI program. Basically nine days out of the office. The CIC program has 5 institutes of three days each with exam afterwards. That totals 15 days out of the office plus an additional 3 days each year to maintain the designation. 5) CIC institutes are not always offered in NH. All 9 AAI classes are offered at our Concord NH Headquarters.

**If I attend an AAI course for CE, do I need to sit for the exam?**

No. While we encourage all students to pursue the AAI designation, you do not need to sit for the exam if you are only taking the course for continuing education credits.

**What happens if I don't pass the exam?**

Simply call Judy Durst at 1-800-559-3373 to schedule a retake exam. You will need to come into the office to retake the exam. If you are member of NHAIA, you may elect to attend the class again at no charge. A re-take exam fee of \$50.00 is required.

**Where can I get more details on the AAI designation program?**

Call Judy Durst at 1-800-559-3373 or see our website, [www.NHAIA.com](http://www.NHAIA.com) for information on the program and the education calendar for upcoming classes.