



# CPCU®

## Frequently Asked Questions

### **What is CPCU?**

Built on a foundation of broad technical knowledge, high ethical standards, and demonstrated industry experience, the Chartered Property Casualty Underwriter designation program prepares you to meet the changes and challenges of a demanding risk management and insurance marketplace with confidence and professionalism. CPCUs in all areas of practice are recognized by their colleagues and customers as members of a distinguished community of professionals who have made a commitment to the industry and who value professional development as a key driver of career success.

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

The Chartered Property Casualty Underwriter (CPCU) program is not just for underwriters. We recommend the CPCU for agents/brokers, agency principals, claim representatives, line of business managers and executives, insurance litigators, risk managers, as well as underwriters.

### **Why earn the CPCU designation?**

CPCU's earn 29% more than their peer group (same functional area & time in the industry).

91% of CPCU designees saw an increase in job opportunities.

85% of program completers said earning the designation fast-tracked their career progression.

74% believed earning the designation helped them gain a promotion.

75% felt it helped them gain a salary increase.

More than 1,100 CPCU designees serve as president or CEO of insurance companies.

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

No, everyone is welcome to attend any of the CPCU classes and pursue the CPCU designation. In order to attain the designation, you must pass foundation courses and three courses in either the Commercial Lines or Personal Lines concentration. In addition, you must fulfill the CPCU matriculation, ethics and experience requirements.

### **How are CPCU courses offered?**

CPCU courses are offered in partnership with the NH Chapter of CPCU. We try to offer at least two of the core classes in a calendar year. Other options include self study or on-line through The Institutes. Those two options can be reviewed by going to The Institutes website: [www.theinstitutes.org](http://www.theinstitutes.org)

## **What courses are required to earn the CPCU designation?**

The **five foundation courses** (mandatory for all) include:

**CPCU 500 – Foundations of Risk Management, and Insurance**  
**CPCU 520 – Insurance Operations**  
**CPCU 530 – Business Law for Insurance Professionals**  
**CPCU 540 – Finance and Accounting for Insurance Professionals**  
**On-line Ethics course – Ethics 312 offered by The Institutes**

**Plus** three courses in either the personal or commercial concentration must be taken. Courses cannot be combined from each concentration.

### **Commercial Concentration**

**CPCU 551 – Commercial Property Risk Management & Insurance**  
**CPCU 552 – Commercial Liability Risk Management & Insurance**  
**CPCU 553 – Survey of Personal Risk Management, Insurance & Financial Planning**

### **Personal Concentration**

**CPCU 555 – Personal Risk Management and Property-Liability Insurance**  
**CPCU 556 – Personal Financial Planning**  
**CPCU 557 – Survey of Commercial Risk Management & Insurance**

### **Plus One Elective**

**AAI 83 – Agency Operations and Sales Management**  
**AIC 34 – Workers Compensation and Managing Bodily Injury Claims**  
**AIC 35 – Property Loss Adjusting**  
**AIC 36 – Liability Claim Practices**  
**ARE 144 – Reinsurance Principles and Practices**  
**ARM 56 – Risk Financing**  
**AU 65 – Commercial Underwriting: Principles and Property**  
**AU 66 – Commercial Underwriting: Liability and Advanced Techniques**  
**CPCU 560 – Financial Services Institutions**  
**ERM 57 – Enterprise-Wide Risk Management: Developing and Implementing**

## **If I attend a CPCU course for CE, do I need to sit for the exam?**

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

## **Is the CPCU exam administered at NHAIA Headquarters after the class?**

No. The exams are administered at Prometric Testing Centers worldwide. Some employers have set up Onsite Testing Centers. Check [www.theinstitutes.org](http://www.theinstitutes.org) for those locations.

## **What type of questions can I expect to see on the exams?**

The CPCU 551, 552, 556 and 560 exams as well as the ERM 57 exam are given using the essay format. The remainder of the courses are given in the multiple choice question format.

## **When can I take a CPCU exam?**

You can take an exam during the following testing window dates:

January 15 – March 15

April 15 – June 15

July 15 – September 15

October 15 – December 15

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

Examinees may take the same exam a maximum of two times in a given testing window and a maximum of four times per calendar year. All exam retakes are subject to the full applicable exam registration fee.

## **Where can I get more details on the CPCU 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.