

What do **86%** of Associate in Commercial Underwriting designees know that you don't?

They know The Institutes'

Associate in Commercial Underwriting (AU) and Associate in Commercial Underwriting—Management (AU-M)

designation programs help prepare them to achieve their long-term career goals.

HERE'S WHAT DESIGNEES HAD TO SAY ABOUT THE ASSOCIATE IN COMMERCIAL UNDERWRITING PROGRAM:

84% attributed faster career progression to having completed the program

70% received a promotion within two years of finishing the program

More than **70%** said the program helped them prepare for their current job responsibilities

“ The AU program is truly unique in the industry. Its concentrated emphasis on underwriting makes it an **essential element in the development of a superior commercial lines underwriter**. The concepts studied mesh perfectly with our corporate underwriting thought process.”

▶ Craig Andrews, CPCU, ARM, AU, ARe, AMIM, ASLI, AAI
Business Insurance Product Development Manager
State Auto Insurance Companies

“ When I was studying for the AU designation, **I learned so much that I found myself using what I learned the next day at work!** Applying my studies to my work really helped me retain what I learned for the exam and for the future.”

▶ Laura Fernandez, MA, AU
Commercial Underwriter
Zurich Small Business

EARN THE AU DESIGNATION BY COMPLETING THE FOLLOWING COURSES:

- ▶ AU 60—Commercial Underwriting Principles
- ▶ AU 61—Underwriting Commercial Property
- ▶ AU 62—Underwriting Commercial Liability
- ▶ AINS 23—Commercial Insurance
- ▶ Ethics 311—Ethical Guidelines for Insurance Professionals or Ethics 312— Ethics and the CPCU Code of Professional Conduct

EARN THE AU-M DESIGNATION BY COMPLETING THE AU PROGRAM, PLUS THE FOLLOWING COURSE:

- ▶ AU 67—Strategic Underwriting Techniques

Turn the page for more information and learn more online at www.TheInstitutes.org/AU

Associate in Commercial Underwriting (AU) Associate in Commercial Underwriting—Management (AU-M)

As an underwriting professional, you need a broad understanding of today's underwriting techniques to help you manage a profitable book of business. The Institutes' Associate in Commercial Underwriting (AU) and Associate in Commercial Underwriting-Management (AU-M) designation programs provide you with practical skills you can use today—enhancing your productivity and career opportunities throughout your underwriting career.

BOTTOM-LINE BENEFITS OF AU

- Develop a solid understanding of how fundamental commercial underwriting principles apply to your day-to-day responsibilities
- Build a disciplined approach to underwriting commercial property exposures
- Construct a solid book of business through strategic selection of commercial liability insurance

BOTTOM-LINE BENEFITS OF AU-M

- Empower yourself to succeed with practical knowledge of how to develop and manage competitive underwriting strategies
- Stand out from your colleagues with technical knowledge of how to underwrite large accounts
- Get noticed for your ability to contribute to your organization's profitability through technical knowledge of how to manage and reunderwrite a book of business

To order study materials, register for exams or view detailed course or program information, go to www.TheInstitutes.org.

Join the Conversation

Share knowledge and information with other insurance professionals around the world.

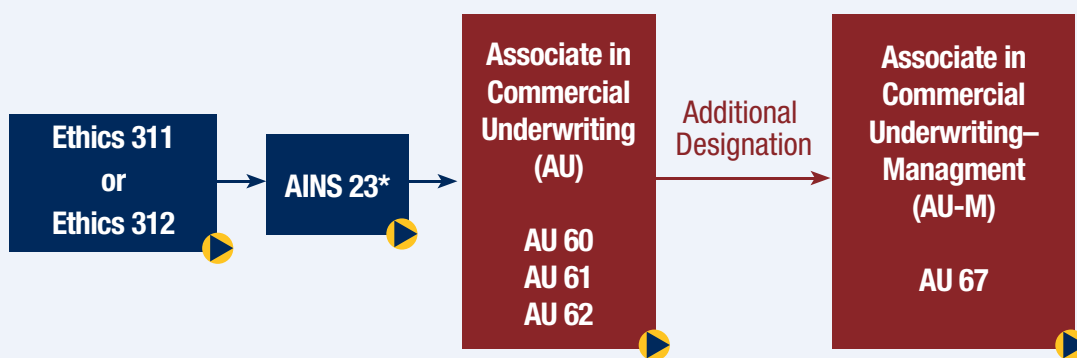


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community.TheInstitutes.org.

Also join us on



AU and AU-M Completion Path



This course applies to multiple Institutes programs. Learn more at www.TheInstitutes.org.

* AINS 23 is a requirement of the AU designation program. CPCU 551 and 552 can be taken in place of AINS 23.