

# The Institutes' Professional Risk Consultant

The Professional Risk Consultant™ (PRC) program provides a strong foundation in risk management and insurance concepts to help producers better identify loss exposures and implement solutions for their clients.

**Recommended for:** Commercial producers with 0-3 years of experience in the insurance industry

**Course Level:** Intermediate

**Completion Time Frame:** Complete this program in as little as 6-9 months

**Study Format:** Self-study, online

## Foundation courses:

### PRC320 – Risk Consulting With Confidence

Suggested study time: 4-6 weeks

Gain relevant risk management and coverage knowledge that can be readily applied on the job.

Topics:

- Creating value for your clients through risk management
- Exploring industry-specific risk management needs
- Enhancing your expertise in commercial coverages

### PRC321 – Trending Topics for Producers

Suggested study time: 3-4 weeks

Find articles on emerging issues to stay up to date on industry trends and be conversant with clients.

Topics:

- Articles covering a variety of topics including risk management and insurance content, business skills and sales skills.

## Elective courses (choose two):

### Cyber Risk Fundamentals

Learn about cyber risk management concepts and insurance products, with a focus on areas of interest to the commercial producer.

Topics:

- Cyber risk and enterprise risk management
- Cyber risk insurance products

### Surplus Lines Fundamentals

Learn how the surplus lines market profitably insures risks that the standard insurance market does not accept.

Topics:

- Overview of the surplus lines market
- The surplus lines distribution system
- Surplus lines insurers
- Surplus lines insurance products

### International Insurance Fundamentals

Understand the international insurance environment and the techniques for crafting international insurance programs for your customers.

Topics:

- Overview of international insurance
- Identifying international loss exposures
- Regulatory compliance
- Insurer and broker networks
- Reverse flow business
- International insurance solutions
- Selecting international insurance solutions

### Captive Insurance Fundamentals

Learn the fundamental characteristics and benefits of captive insurance from a global perspective.

Topics:

- Captive insurance characteristics
- Forming a captive insurer
- Captive insurance as a risk financing tool
- Operating a captive insurer

## Know More. Do More.

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