



Detailed information on
all programs and registration can
be found on the IBAO website at
www.ibao.org

The IBAO School of Insurance

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Earning the CCIB designation was a challenging and very rewarding process. Candidates are presented with very realistic scenarios and fielding questions from a panel of experts provided ample incentive to have clear, concise and accurate responses prepared. The experience, knowledge and contribution of the panelists were invaluable and are what sets this apart from other insurance designations. I highly recommend the CCIB to any broker who takes pride in their work and our profession, regardless of the number of years already in business.”

Ajay Gill, B.Sc., CAIB, CPIB, CCIB, FCIP, CRM
Commercial Lines Marketer
Stevenson & Hunt Insurance Brokers

Canadian Certified
Insurance Broker

CCIB

EDUCATION FOR BROKERS BY BROKERS



IBAO School of Insurance



Program Description

The profession recognizes the CCIB designation as the ultimate standard of technical excellence towards which all insurance brokers should strive.

There is no formal course of study in preparation for the CCIB examinations; however a resource study manual is available to assist candidates in preparation for the examinations. The designation is intended to demonstrate the holder's practical competency gained through experience, rather than the successful completion of an academic program. A 2-3 month preparation time is recommended.

There are three examinations to complete. The first is a 3.5 hour essay questionnaire. This examination tests the candidate's ability to apply technical knowledge, including risk management techniques to real life situations. The second examination is a 2-hour short answer questionnaire to test the candidate's technical knowledge. Upon successful completion of the questionnaires, the candidate can then move on to the third portion of the examination process - the Survey.

The Survey examination can now be completed in either a written or oral format. The written format consists of a 5 hour open book examination. The oral format requires the candidate to prepare an insurance proposal based on a client portfolio mailed out to them. The proposal is then submitted to IBAC and reviewed by professional panel (panel usually consists of three members - CCIB graduates) to ensure it is in accordance with guidelines, and an oral presentation date is set up. The candidate then meets with the CCIB panel (usually within two weeks of submission) to present his or her client proposal and answer questions by panelists. This process usually lasts about 1.5 hours. Panelists will meet afterwards to tally their individual results and determine the candidate's success.

The written examinations fall on the same dates as the nationally scheduled CAIB examinations.

Oral examinations can be scheduled in May, July or November, on dates that are convenient for both the candidate and testing panel.

QUALIFICATIONS

Candidates for the CCIB designation must be, at the time of registering for the examinations, employed by a property and casualty insurance brokerage who is a member in good standing of a member association which is and continues to be a member of IBAC. The right to use and maintain the CCIB designation shall only continue if the membership status is maintained.

The occupation of the candidate must be primarily that of a property and casualty insurance broker. The candidate must have a minimum of five consecutive years' experience in the insurance industry.

EXAM PREPARATION

Preparation materials and registration information can be provided by IBAO School of Insurance.

*Certificate of Recognition will be issued upon completion of full program

Program Outcomes

- Obtain highest broker technical designation in Canada
- Receive industry recognition

Examinations

The designation is awarded upon the successful completion of the three examinations wherein the candidate is challenged on his/her practical knowledge of property and casualty insurance coverages available in the marketplace. The exams are as follows:

ESSAY STYLE QUESTIONNAIRE

This 3.5 hour examination contains ten essay style questions concerning all aspects of property and casualty insurance. This examination will test the practical application of the students' technical knowledge to case study situations. Risk management analysis skills are also examined.

SHORT ANSWER QUESTIONNAIRE

This 2 hour examination contains short answer questions covering all areas of property and casualty insurance. This examination will test the technical knowledge of the candidate.

FINAL ORAL EXAMINATION

This 1.5 hour examination is the closest "true to life" test a professional property and casualty insurance broker can challenge in Canada. Candidates prepare an insurance proposal based on client information provided. They will be tested by an oral panel based on the proposal they have presented. The questions asked will be both from a client and underwriting perspective.

OR

FINAL WRITTEN SURVEY EXAMINATION

The survey examination is an open book exam. The candidate will be permitted to use any relevant reference material they would consider appropriate for the survey, subject to the following restrictions: use of pre-printed forms, aids such as checklists and pro forma surveys used by the candidate's brokerage in day-to-day business. Personal computers are not permitted.

Program Details

RECOMMENDED FOR

- CAIB or CPIB Graduates
- Producers
- Managers

EXAMINATION DATES

- Wednesday, May 2, 2012
- Wednesday, July 11, 2012
- Wednesday, December 5, 2012

FEES

\$290.00 *per examination – short answers & essay exams*
\$350.00 *survey exam – written or oral*

RIBO ACCREDITATION

16 Technical Hours