



## CANADIAN PROFESSIONAL INSURANCE BROKER (CPIB)

The Canadian Professional Insurance Broker (CPIB) is the new senior designation program, developed by the Insurance Brokers Association of Canada and its provincial/regional Member Associations. It is specifically designed for property and casualty insurance brokers like you who need the challenge of an advanced program.

CPIB is your new challenge for professional excellence. Courses are positioned at a college/university level of study. Prerequisites for the designation are either the CAIB or CIP designations, and waived for CCIB graduates.

The CPIB program has three distinct streams: Personal Lines, Commercial Lines and Broker Management. Within each stream the broker must complete three mandatory and three elective courses to earn the designation.

### **CPIB COURSE OUTLINE: PERSONAL LINES STREAM**

#### *Mandatory Courses:*

- Law and Ethics
- Claims Management and Administration
- Advanced Personal Lines

#### *Elective Courses (choose 3 within stream):*

- Accounting/Finance
- Marketing
- Sales Management
- Communications
- Business Administration
- Organizational Behaviour

### **COMMERCIAL LINES STREAM**

#### *Mandatory Courses:*

- Law and Ethics
- Claims Management and Administration
- Advanced Commercial Lines

#### *Elective Courses (choose 3 within stream):*

- Accounting/Finance
- Marketing
- Sales Management
- Organizational Behaviour
- Communications
- Business Administration
- Risk Management\*

### **BROKER MANAGEMENT STREAM**

#### *Mandatory Courses:*

- Law and Ethics
- Claims Management and Administration
- Business Strategy

#### *Elective Courses (choose 3 within stream):*

- Sales Management
- Management Accounting
- Marketing\*
- Human Resources\*
- Management Information Systems (MIS)
- Communications
- Organizational Behaviour
- Business Finance

### **OUTLINE KEY:**

Brokers must complete 6 courses (3 mandatory and 3 elective courses) in their stream of specialization in order to obtain the designation. The courses marked with an \* are strongly recommended due to their relevancy. Mandatory courses are taken through the IBAO and elective courses are taken through a college or university of the student's choice.

### **RECOMMENDED for:** CSR's/Producers/Managers

### **COST:**

#### *Group Discussion*

\$544.00 - members

\$723.00 - non-members

#### *Self Study Students*

\$514.00 - members

\$694.00 - non-members

#### *Purchase of Course Textbook Only*

\$299.00 - members

\$429.00 - non-members

#### *Examination*

\$99.00 - members

\$139.00 - non-members

#### *Elective Transfer Fee*

\$55.00 - members

\$65.00 - non-members

### **RIBO ACCREDITATION:**

#### *Law and Ethics:*

20 - Management Hours

#### *Claims Management and Administration:*

16 - Technical Hours

#### *Advanced Personal Lines:*

16 - Technical Hours

#### *Advanced Commercial Lines:*

16 - Technical Hours

#### *Business Strategy:*

20 - Management Hours

