

VIRGINIA INSURANCE CONTINUING EDUCATION COURSE INTRODUCTION STATEMENT

Agents should visit www.VirginiaInsuranceCE.com to view their CE Transcript.

The Provider is required to post your credits within 10 days of course completion.

1. Course category (*check one*):

<input type="checkbox"/> Company/Agency	<input type="checkbox"/> Non-Company/Non-Agency
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2. This course has been approved for how many credits? _____

3. This course has been approved for (*check all that apply*):

<input type="checkbox"/> LH	<input type="checkbox"/> Public Adjuster	<input type="checkbox"/> PC	<input type="checkbox"/> Ethics
<input type="checkbox"/> TI	<input type="checkbox"/> Laws and Regulations	<input type="checkbox"/> OGI	<input type="checkbox"/> Flood
<input type="checkbox"/> LTC	<input type="checkbox"/> Mitigation	<input type="checkbox"/> LTCP	<input type="checkbox"/> Annuity Suitability

4. Classroom courses - One credit hour is 50 minutes of continuous instruction or participation. Your attendance will be verified via the sign-in/ sign-out sheet.

5. A certificate of course completion will be provided within 20 days. If a course does not appear on your transcript contact the provider.

6. Agents cannot receive CE credit for the same course in the same renewal cycle regardless of the format.

7. Excess earned Ethics credits may be applied to cover other CE requirements in the current renewal cycle. Any remaining ethics credits may be carried over to the next renewal cycle and applied to the Ethics requirements first and then to other CE requirements.

8. **ONLY** the Virginia Insurance License Number (VLN) or the National Producer Number (NPN) are permitted forms of identification.

9. Agents are expected to give their full attention to this class. Cell / smart phones should be turned off and put away unless being used to register class attendance or to access instructional material. The use of these devices is permitted in the classroom for learning purposes but should not cause a distraction. The volume of these devices should either be completely turned down or muted. Earbuds and headphones are not permitted.

10. This class may be audited.

11. Review the [Continuing Education Handbook](#) for complete guidelines at www.VirginiaInsuranceCE.com.

For Self Study Courses:

- Self-study exams do not require a proctor if administered on-line, or at an approved test center. See the handbook for proctor requirements.
- Self-study courses may or may not require an exam for CE credit. Exams must be taken in a manner approved by the Board. Address any questions regarding testing with your course provider.
- Student and Proctor Certifications, when required, must be submitted to the course provider without delay upon completion of the course.

Agents and consultants are required to notify the Virginia Bureau of Insurance within 30 calendar days of any email, address or name change at <https://scc.virginia.gov/pages/Online-Services-Information>. Those who fail to update their contact information may not receive important notices.

State: Virginia

To sign up for the courses listed below each provider, please click on the provider's name to obtain their contact information.

08-13-2021 08:09 AM CDT

American Institute for CPCU(123962)

www.theinstitutes.org

Course Name	Public	Company/ Agency	Sponsored	Credits	Category	Method	Presentation Method	Renewal Date
AAI 81 - Foundations of Insurance Production (221781)	Y	N		30.0	Property & Casualty	Self-Study	Correspondence	01-31-2023
AAI 82 - Multiple-Lines Insurance Production (221783)	Y	N		24.0	Property & Casualty	Self-Study	Correspondence	01-31-2023
AAI 83 - Agency Operations and Sales Management (215414)	Y	N		32.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
AAI 87 - Agency Leadership and Strategic Alignment (218778)	Y	N		2.0	Other General Insurance	Self-Study	On-line Training/Webinar	12-31-2022
ACSR 04 - Agency Errors & Omissions (215404)	Y	N		6.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
ACSR 05 - Professional Development & Account Management (215405)	Y	N		6.0	Other General Insurance	Self-Study	Correspondence	12-31-2022
ACSR 1 - Homeowners Insurance (217844)	Y	N		3.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
ACSR 10 - Understanding Life Insurance & Determining Client (215408)	Y	N		4.0	Life & Health	Self-Study	Correspondence	12-31-2022
ACSR 11 - Understanding Health Insurance and Determining (215407)	Y	N		3.0	Life & Health	Self-Study	Correspondence	12-31-2022
ACSR 12 - Understanding Government, Disability & LTC Insuran (215406)	Y	N		4.0	Life & Health	Self-Study	Correspondence	12-31-2022
ACSR 2 - Personal Automobile Insurance (217846)	Y	N		3.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
ACSR 3 - Personal Lines Related Coverages (217861)	Y	N		3.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
ACSR 6 - Commercial Property Insurance (217976)	Y	N		4.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
ACSR 7 - Commercial Liability Insurance (217977)	Y	N		3.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
ACSR 8 - Commercial Automobile Insurance (217978)	Y	N		3.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
ACSR 9 - Commercial Lines Related Coverages (217946)	Y	N		3.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
AFSB 151 - Principles of Suretyship (216599)	Y	N		9.0	Property & Casualty	Self-Study	Correspondence	12-31-2022
AFSB 151 - Understanding Surety Bond Basics (223145)	Y	N		9.0	Property & Casualty	Self-Study	Correspondence	06-30-2023

AFSB 152 - Contract Surety (216600)	Y	N	17.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AFSB 153 - Mastering Commercial Surety Bonding and Crime Ins (222643)	Y	N	14.0	Property & Casualty	Self-Study Correspondence	01-31-2023
AIAF 114 - Insurer Accounting Management (221766)	Y	N	8.0	Property & Casualty	Self-Study Correspondence	01-31-2023
AIAF 115 - Insurer Risk and Capital Management (221767)	Y	N	8.0	Property & Casualty	Self-Study Correspondence	01-31-2023
AIC 30 - Claims Handling Principles & Practices (219291)	Y	N	12.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 31 - Property Claims Practices (219631)	Y	N	13.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 32 - Liability Claims Practices (219637)	Y	N	13.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 37 - Managing Bodily Injury Claims (215402)	Y	N	24.0	Life & Health	Self-Study Correspondence	12-31-2022
AIC 39 - Auto Claims Practices (219656)	Y	N	16.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 41 - Property Coverages (219288)	Y	N	14.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 44 - Workers Compensation Claims Practices (219663)	Y	N	16.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 47 - Claims Leadership and Organizational Alignment (216129)	Y	N	14.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 48 - Bodily Injury Claims & Auto Coverages (219282)	Y	N	20.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIC 49 - Bodily Injury Claims & Liability Coverages (219281)	Y	N	17.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIDA 181 - Big Data Analytics for Risk and Insurance (220828)	Y	N	8.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIDA 182 - Risk and Insurance Analysis Techniques (220829)	Y	N	8.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AINS 21 - Property & Liability Insurance Principles (219276)	Y	N	11.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AINS 22 - Personal Insurance (217166)	Y	N	20.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AINS 23 - Commercial Insurance (217169)	Y	N	19.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AIT 24 - General Insurance for IT and Support Professionals (223125)	Y	N	13.0	Property & Casualty	Self-Study Correspondence	06-30-2023
ANFI 205 - National Flood Insurance: Fundamentals (221784)	Y	N	3.0	Flood	Self-Study Correspondence	01-31-2023
API 28 - Personal Ins: U/W and Mktg Practices - 2nd Edition (218777)	Y	N	12.0	Property & Casualty	Self-Study On-line Training/Webinar	12-31-2022
API 29 - Personal Insurance: Portfolio Management (216534)	Y	N	15.0	Property & Casualty	Self-Study Correspondence	12-31-2022
ARe 143 - Primary Insurance Coverages (217960)	Y	N	20.0	Property & Casualty	Self-Study Correspondence	12-31-2022

ARe 144 - Reinsurance Principles and Practices (221785)	Y	N	15.0	Property & Casualty	Self-Study Correspondence	01-31-2023
ARM 400 - Risk in an Evolving World (220484)	Y	N	11.0	Property & Casualty	Self-Study Correspondence	12-31-2022
ARM 401 - Holistically Assessing Risk (220485)	Y	N	14.0	Property & Casualty	Self-Study Correspondence	12-31-2022
ARM 402 - Successfully Treating Risk (220488)	Y	N	12.0	Property & Casualty	Self-Study Correspondence	12-31-2022
ASLI 163 - Surplus Lines Insurance Operations (221786)	Y	N	21.0	Property & Casualty	Self-Study Correspondence	01-31-2023
ASLI 164 - Surplus Lines Products (217950)	Y	N	23.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AU 60 - Evaluating Commercial Underwriting Risks (222784)	Y	N	8.0	Property & Casualty	Self-Study Correspondence	03-31-2023
AU 61 - Underwriting Commercial Property (221764)	Y	N	14.0	Property & Casualty	Self-Study Correspondence	01-31-2023
AU 62 - Underwriting Commercial Liability (216526)	Y	N	14.0	Property & Casualty	Self-Study Correspondence	12-31-2022
AU 67 - Strategic Underwriting Techniques (216143)	Y	N	17.0	Property & Casualty	Self-Study Correspondence	12-31-2022
Cabinets (218722)	Y	N	1.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Captive Insurance Fundamentals (221787)	Y	N	2.0	Property & Casualty	Self-Study On-line Training/Webinar	01-31-2023
Cause and Origin (218581)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Claim Documentation (218582)	Y	N	3.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Closing Commercial Coverage Gaps (223170)	Y	N	4.0	Property & Casualty	Self-Study On-line Training/Webinar	06-30-2023
Commercial Claim Handling I (218657)	Y	N	6.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Commercial Claim Handling II (218668)	Y	N	6.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Commercial Roofing (218673)	Y	N	4.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Concrete & Masonry (218678)	Y	N	3.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Countertops (218723)	Y	N	1.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
CPCU 410 - Speaking the Insurance Language (221476)	Y	N	15.0	Property & Casualty	Self-Study Correspondence	12-31-2022
CPCU 500 - Managing Evolving Risks (221389)	Y	N	13.0	Property & Casualty	Self-Study Correspondence	12-31-2022
CPCU 520 - Connecting the Business of Insurance Operations (221392)	Y	N	15.0	Property & Casualty	Self-Study Correspondence	12-31-2022
CPCU 530 - Navigating the Legal Landscape of Insurance (221394)	Y	N	23.0	Property & Casualty	Self-Study Correspondence	12-31-2022
CPCU 540 - Impacting the Bottom Line of Insurance Financials (221478)	Y	N	10.0	Property & Casualty	Self-Study Correspondence	12-31-2022
CPCU 551 - Commercial Property Risk Management and Insurance (217182)	Y	N	22.0	Property & Casualty	Self-Study Correspondence	12-31-2022
CPCU 552 - Commercial Liability Risk Management and Insurance (217186)	Y	N	24.0	Property & Casualty	Self-Study Correspondence	12-31-2022

CPCU 553 - Understanding Personal Insurance and Finance (222030)	Y	N	10.0	Property & Casualty	Self-Study Correspondence	01-31-2023
CPCU 555 - Personal Risk Management and Property-Casualty Insurance (217187)	Y	N	18.0	Property & Casualty	Self-Study Correspondence	12-31-2022
CPCU 556 - Planning Personal Financial Strategies (222031)	Y	N	6.0	Property & Casualty	Self-Study Correspondence	01-31-2023
CPCU 557 - Understanding Commercial Risk (221697)	Y	N	14.0	Property & Casualty	Self-Study Correspondence	12-31-2022
Cyber Risk Fundamentals (221510)	Y	N	3.0	Property & Casualty	Self-Study On-line Training/Webinar	12-31-2022
Doors (218727)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Drain, Sewer & Septic (218682)	Y	N	1.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Electrical Systems (218748)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Ethical Decision Making in Risk and Insurance (219998)	Y	N	4.0	Ethics	Self-Study On-line Training/Webinar	12-31-2022
Ethical Guidelines for CPCUs (220020)	Y	N	6.0	Ethics	Self-Study On-line Training/Webinar	12-31-2022
Exterior Walls I (218695)	Y	N	1.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Exterior Walls II (218708)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Fences (218710)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Finish Trades I (218750)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Finish Trades II (218751)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Finish Trades III (218752)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Flooring I (218753)	Y	N	3.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Flooring II (218754)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Framing I (218711)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Framing II (218713)	Y	N	3.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Helping Clients Prepare for the Worst (223171)	Y	N	3.0	Property & Casualty	Self-Study On-line Training/Webinar	06-30-2023
HVAC and Plumbing (218749)	Y	N	3.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Insurance Ethics (218647)	Y	N	5.0	Ethics	Self-Study On-line Training/Webinar	12-31-2022
International Insurance Fundamentals (216512)	Y	N	3.0	Property & Casualty	Self-Study On-line Training/Webinar	12-31-2022
Introduction to Fire Losses (218648)	Y	N	8.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Introduction to Property Claims (218649)	Y	N	3.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Introduction to Risk Management and Insurance (217179)	Y	N	7.0	Property & Casualty	Self-Study On-line Training/Webinar	12-31-2022
Introduction to Water Losses (218650)	Y	N	6.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Introduction to Windstorm Losses (218651)	Y	N	4.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Managing Clients' Cyber Risks (223175)	Y	N	2.0	Property & Casualty	Self-Study On-line Training/Webinar	06-30-2023
Managing Cyber Risk (220831)	Y	N	7.0	Property & Casualty	Self-Study Correspondence	12-31-2022

PRC 110 - Insurance Foundations for Agents and Brokers (223149)	Y	N	3.0	Property & Casualty	Self-Study Correspondence	06-30-2023
PRC 111 - Recommending Coverage Solutions (223151)	Y	N	3.0	Property & Casualty	Self-Study Correspondence	06-30-2023
Property Insurance Fraud Awareness (218652)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Property Investigation Overview I (218653)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Property Investigation Overview II (218654)	Y	N	3.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Property Subrogation (218655)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Residential Roofing I (218714)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Residential Roofing II (218716)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
Risk Consulting with Confidence (216756)	Y	N	7.0	Property & Casualty	Self-Study Correspondence	12-31-2022
Scoping and Estimating (218656)	Y	N	4.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022
SPPA 30-Public Adjuster Claim Handling Principles & Practice (216477)	Y	N	9.0	Public Adjuster	Self-Study Correspondence	12-31-2022
Surplus Lines Fundamentals (218773)	Y	N	3.0	Property & Casualty	Self-Study On-line Training/Webinar	12-31-2022
Understanding Supplemental Personal Lines (223174)	Y	N	3.0	Property & Casualty	Self-Study On-line Training/Webinar	06-30-2023
Using the Businessowners Policy With Confidence (218224)	Y	N	6.0	Property & Casualty	Self-Study On-line Training/Webinar	12-31-2022
Windows (218729)	Y	N	2.0	Public Adjuster	Self-Study On-line Training/Webinar	12-31-2022