

National Designation  
Self-Study Program

# **CANADIAN PROFESSIONAL INSURANCE BROKER (CPIB)**

**ADVANCED COMMERCIAL LINES STREAM**

Sept. 11 – Dec. 11 Exam Dec. 6

Your opportunity for growth.

## **UNDERSTAND EMERGING COVERAGES**

- The Sharing Economy
- Cyber Risk
- Home Office
- Startups

## **GAIN COMPREHENSIVE COMMERCIAL INSURANCE KNOWLEDGE**

- Leases – Identify relevant clauses
- Liability Limits – Determine how much your client should carry
- Business Inventory – Establish what considerations should be taken into account when insuring business contents
- Renovations – Clarify when construction insurance is necessary and whose responsibility it is to arrange it

## **OPTIMIZE RELATIONSHIPS WITH COMMERCIAL LINES UNDERWRITERS**

- Manage submissions with effective communication tactics
- Understand the components of a strong submission
- Negotiate with confidence

## **GO BEYOND THE SALE**

- Design risk management programs including risk identification, loss prevention and risk transfer
- Proactively manage policy wordings that may affect claims (property protection systems, vacancy clause, etc.)
- Impact loss settlements

## **LEVERAGE YOUR PROFESSIONAL PERSPECTIVE**

- Become knowledgeable about your client's organization and industry
- Consider all emerging exposures
- Create concise, well-organized proposals and pitches