



Credential Options

Cost Details

Associate in Insurance (AINS)/The Institutes

*recommended

AINS is for anyone new to risk management and insurance. This includes someone just starting to work professionally or who has recently changed careers. Apprentices must take four courses and pass their respective exams through the Institutes, which may be credited towards future designations. Exam candidates may purchase the exams only, or purchase preparation courses in addition to the exam vouchers.

Completion Time: **Suggested completion time is 3-6 months.**

Difficulty Level (Low, Moderate, High, Very High): **High**

Associate in Claims (AIC)/The Institutes

In order to earn the AIC designation, you must pass two foundation courses in addition to completing all of the courses listed in a specialty track (Auto, Liability, Property, Workers Compensation), and one Ethics exam. Each course exam contains three sub-exams, and requires 4-6 weeks for preparation.

Completion Time: **Suggested completion time is 18-24 months.**

Difficulty Level (Low, Moderate, High, Very High): **Very High**

Exams:

- \$475.00-\$635.00 (varies on time of purchase and elective exam purchased.)

Preparation:

- \$885.00-\$945.00 (varies based on electives.)

Exams:

- \$495.00-\$1,835.00 (varies on time of purchase)

Preparation:

- \$1,200.00 (base preparation courses and practice exams)



Credentials & Coursework — Claims Representative

Higher Ed Coursework (Year 3)

Course	Description	Approx. Cost*
BUS 115 Introduction to Business	Introduces the application of fundamental business principles to local, national, and international forums.	\$800
COM 115 Public Speaking	Combines the basic theories of communication with public speech performance skills. Emphasis is on speech preparation, organization, support, audience analysis, and delivery.	\$800
BUS 217 Business Communication	Emphasizes effective business writing and cover letters, memoranda, reports, application letters, and resumes.	\$800
BUS 216 Legal Environment of Business	Emphasizes public law, regulation of business, ethical considerations, and various relationships existing within society, government, and business. Special attention is given to economic regulation, social regulation, labor-management, environmental issues, and contract fundamentals.	\$800
MAN 241 Project Management	Investigates the concepts and applicability of project management within organizations.	\$800

*Training and Higher Ed Coursework may vary based on the needs of the employer and the trajectory of the apprentice. The above information suggests a sample of what the apprenticeship would entail.