

Certified Insurance Wholesaler Designation Standards for Projects



All projects, including Whitepapers, Education Courses, and Training Program designs should be relevant to the E&S marketplace and, more specifically, the MGA mechanism. The CIW candidate should keep in mind the target audience is an AAMGA member. Members include brokers as well as carrier personnel.

The project should relate to a specific component of the Surplus Lines transaction, including but not limited to:

- Actuarial or ratemaking activity
- Claims or contract review
- Compliance
- Legal
- Marketing or Sales (including advertising)
- Operations (company or managing agency functions)
- Product Development (forms, policies or entire classes of business)
- Underwriting (Commercial, Personal, Surety, Other)
- Other issues relevant to the Excess and Surplus Lines Market

Research Papers

Research papers will be considered as one criterion for CIW designation attainment. The following standards must be followed:

- Address one or more of the topics listed above.
- Should not be based solely on personal experience, this is an academic exercise.
- Should consist of a minimum of 1500 words (length alone will not distinguish a quality work).
- Should be structured to include:
 - Introduction - Discuss the general topic and what the work is expected to prove/discuss/analyze
 - Analysis - This is the body of the work. The author will attempt to prove his or her thesis or point of view or provide the needed analysis of the chosen topic in this section.
 - References - A minimum of three outside references must be cited

Development and Instruction of an AAMGA Approved Education Course

Development and instruction of an approved AAMGA course to be presented at the Spring or Fall educational sessions will be considered as meeting the criterion for attainment of the CIW designation.

Standards for acceptance are:

- Minimum 2 hour course (advanced topics will be considered for intermediate or advanced study with appropriate subject matter and reference material).
- Structure should include Microsoft Power Point (or similar presentation software) and may include appropriate hand-outs or other reference material.
- May or may not be filed for CE credit (this is not a required mandate for acceptance).
- Should address one of the topics listed above and be considered for further development by the AAMGA University.

Development and Design of a Formal Training Program

Development of a formal training program will be considered for attainment of the designation. To qualify for recognition of a formal training program the candidate must submit a detailed training outline, examples of the training material to be used and a syllabus which will identify the skill and or knowledge that the student will obtain as a result of this training. The training program should address a specific area of operations such as, but not exclusive to, areas suggested below:

- Coastal Property Exposure - Models or Monitoring techniques or suggested underwriting guidelines.
- Reinsurance design given a certain portfolio of risks as chosen by the author.
- Financial Reports review and the potential impact on a book of business, what does the data tell us and what actions, if any, may be necessary?
- CAT claims procedures. What is involved in training adjusters for catastrophic claims events?
- Agency Operations and Systems training - What does the AAMGA member need to be successful?
- Other topics which address the Surplus Lines arena and for which specific formal training is needed.