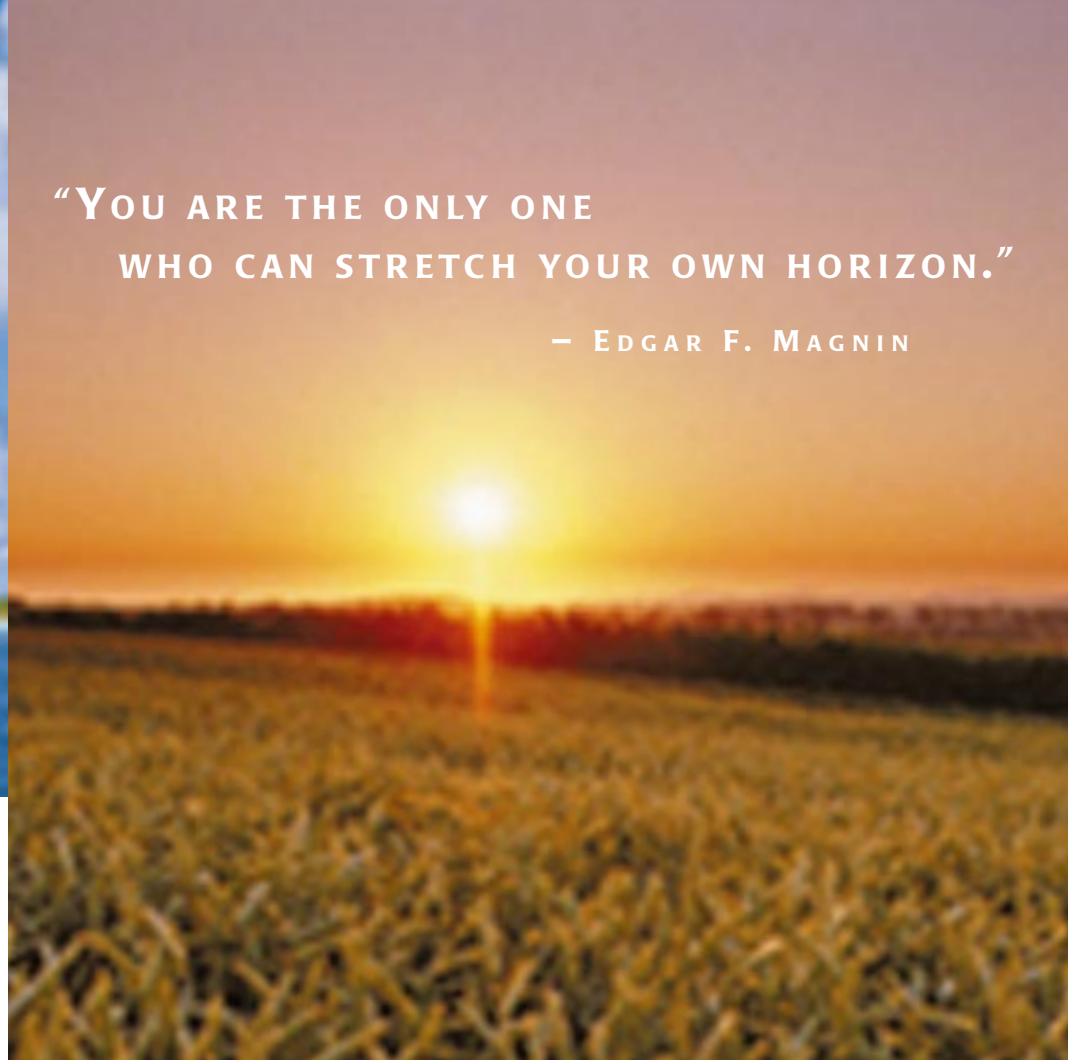




EXPAND YOUR HORIZON



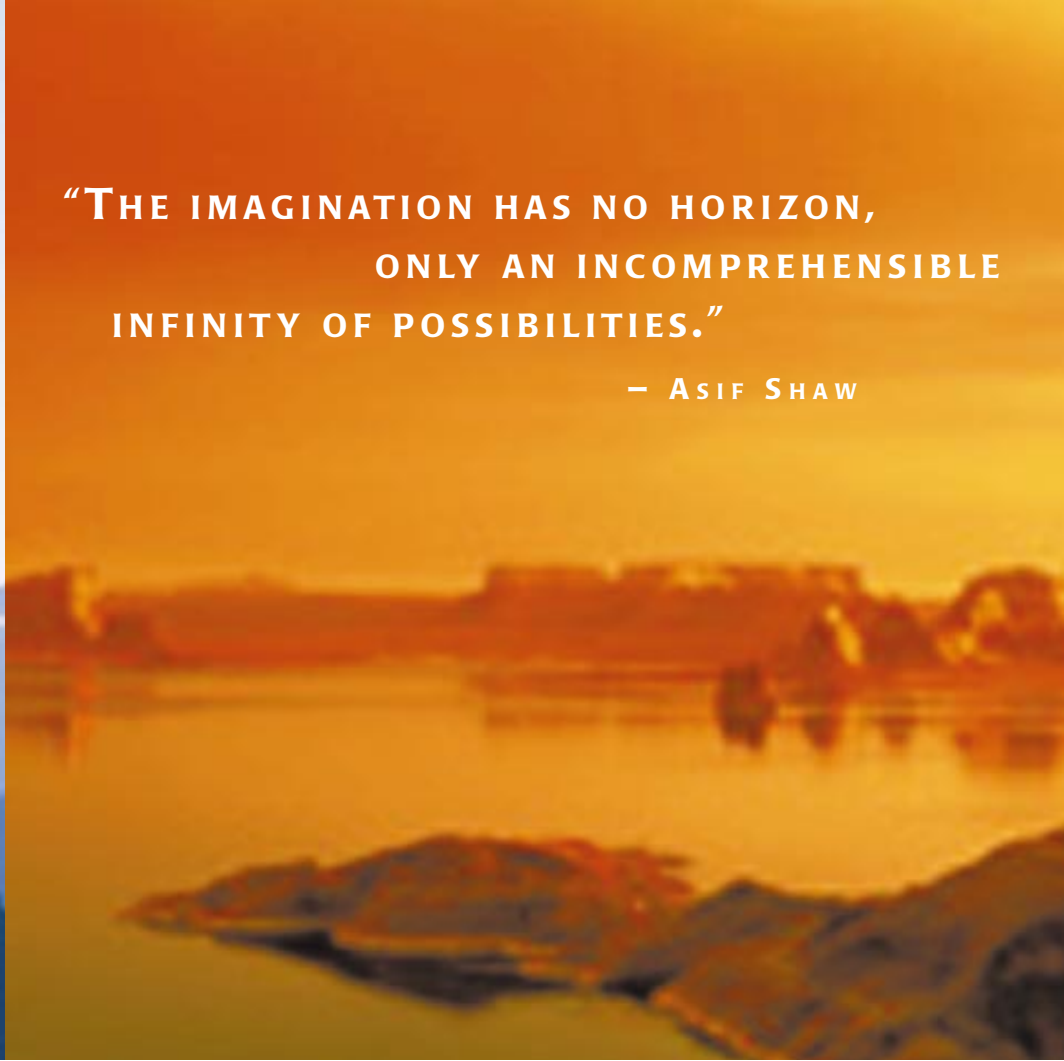
“YOU ARE THE ONLY ONE
WHO CAN STRETCH YOUR OWN HORIZON.”

— EDGAR F. MAGNIN



**“I GET MORE EAGER AND CLIMB HIGHER
AND BEGIN TO SEE
THE WIDENING HORIZON”**

— HELEN KELLER



**“THE IMAGINATION HAS NO HORIZON,
ONLY AN INCOMPREHENSIBLE
INFINITY OF POSSIBILITIES.”**

— ASIF SHAW

A NEW HORIZON

You have achieved professional recognition as a property and casualty insurance broker. Now you seek a new level of professional education challenge beyond your well-respected CAIB or AIIC/CIP designation. The fulfilment, career advancement, and recognition that higher achievement brings are within your reach.

It is time to expand your horizon.

A NEW CHALLENGE

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.

CPIB is your new challenge for professional excellence, positioned at a university level of study. Admission prerequisites are either CAIB or AIIC/CIP designations, or waived for CCIB graduates.

FLEXIBLE AND SPECIALIZED

Designed for the property and casualty marketplace, the CPIB program has three distinct streams: Personal Lines, Commercial Lines and Broker Management. Within each stream, three broker-specific mandatory courses and three elective courses must be completed to earn the designation.



PERSONAL LINES STREAM

The three mandatory courses in CPIB's Commercial Lines stream are *Law & Ethics for the Canadian Insurance Broker, Claims Administration* and *Advanced Personal Lines*.

Students must also complete three of this stream's elective courses, through a post-secondary institution of their choice.

MANDATORY

- *Law & Ethics for the Canadian Insurance Broker*
- *Claims Administration*
- *Advanced Personal Lines*

ELECTIVES

- *Accounting/Finance*
- *Marketing*
- *Sales Management*
- *Communications*
- *Business Administration*



COMMERCIAL LINES STREAM

The three mandatory courses in CPIB's Commercial Lines stream are *Law & Ethics for the Canadian Insurance Broker, Claims Administration* and *Advanced Commercial Lines*.

Students must also complete three of this stream's elective courses, through a post-secondary institution of their choice.

MANDATORY

- *Law & Ethics for the Canadian Insurance Broker*
- *Claims Administration*
- *Advanced Commercial Lines*

ELECTIVES

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



BROKER MANAGEMENT STREAM

The three mandatory courses in CPIB's Broker Management stream are *Law & Ethics for the Canadian Insurance Broker, Claims Management*, and *Business Strategy*.

Students must also complete three of this stream's elective courses, through a post-secondary institution of their choice.

MANDATORY

- *Law & Ethics for the Canadian Insurance Broker*
- *Claims Management*
- *Business Strategy*

ELECTIVES

- *Management Accounting*
- *Marketing*
- *Human Resources*
- *Communications*
- *Organizational Behaviour*
- *Business Finance*
- *Management Information Systems [MIS]*
- *Sales Management*

TAKING THE CPIB PROGRAM

To earn the CPIB designation, students must complete the mandatory courses and any three of the elective courses in that stream. The program's courses may also be taken individually for general interest or Continuing Education credits. Graduates' use of the CPIB designation, as with all IBAC designations, will be restricted to licensed property and casualty insurance brokers who are members or associate members of their provincial/regional brokers' association. Non-members are welcome to take the CPIB program; upon graduation, they will receive a Certificate of Completion.

CPIB's mandatory courses will be available through IBAC's provincial/regional Member Associations, and may be taken in discussion group or distance learning formats.

Elective courses can be taken through a university or college of the student's choosing (classroom study or distance learning options). Students then apply to their local brokers' association for a transfer credit for an elective course successfully completed. Similarly, students may apply to their local brokers' association for a transfer credit for an elective course taken at a recognized university or community college prior to enrolling in the CPIB program. An equivalencies chart of courses recognized as CPIB electives is available through local brokers' associations.

At most universities, CPIB students can apply their electives towards an undergraduate degree while completing the program. Please consult your university to determine its requirements.

**THE OPPORTUNITY IS EXTENDED TO YOU.
SET YOUR SIGHTS ON A NEW HORIZON TODAY.**

For further information, please contact:

www.cpiib.com



Insurance Brokers Association of Canada



**Canadian Professional
Insurance Broker**