

LAWRENCE  
TECHNOLOGICAL  
UNIVERSITY

Division of Continuing Education &  
Professional Development

# Insurance Studies

Class Catalog  
Spring 2005



Register Now!



AICPCU *Succeeding  
together.*

EDUCATION • RESEARCH • ETHICS

# Welcome

## **Welcome Students,**

Thank you for considering the Division of Continuing Education and Professional Development at Lawrence Technological University as your insurance studies educational provider! For more than 20 years we have been offering courses in claims, risk management, and general insurance, as well as those required to earn the Chartered Property Casualty Underwriter designation.

Whether you are an insurance professional interested in obtaining continuing education credits, expanding your career opportunities, or are responsible for your corporation's training goals, Lawrence Tech offers an excellent value with a long-recognized tradition of excellence.

## **For our Corporate Partners:**

Continuing our efforts to support the educational goals of our corporate partners, we have added two new elements to our insurance studies program.

**Corporate On-Site Programs:** Many of our professional development courses can be customized for delivery at your company. We will bring the class to your location and customize it to fit your needs.

**New Discount Plans:** We offer tiered pricing for corporate groups attending a continuing education course at Lawrence Tech.

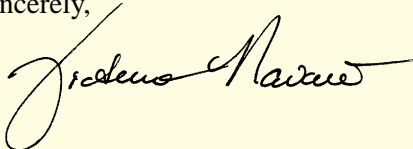
Groups of 5 receive a 10% discount.

Groups of 6 - 9 receive a 15% discount.

Groups of 10 or more receive a 20% discount.

Please contact our office at 248.204.4050 for further details about these new programs or with any other questions you may have about the courses we offer. Thank you again for your interest in the Division of Continuing Education and Professional Development.

Sincerely,



Victoria Navarro

Director of Continuing Education and Professional Development

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# Spring Class Schedule

	COURSE	CLASS TITLE	START	DAY	WEEKS	FEE
AIC	AIC 33	The Claims Environment	2/07/05	M	14W	\$399*
	AIC 34	Workers' Compensation & Managing Bodily Injury Claims	2/24/05	Th	14W	\$399*
	AIC 35	Property Loss Adjusting	2/8/05	T	14W	\$399*
	AIC 36	Liability Claim Practices	2/8/05	T	14W	\$399*
ARM	ARM 54	Essentials of Risk Management	2/7/05	M	14W	\$399*
	ARM 55	Essentials of Risk Control	2/9/05	W	14W	\$399*
	ARM 56	Risk Financing	2/10/05	Th	14W	\$399*
INS	INS 21	Property & Liability Insurance Principles	2/7/05	M	11W	\$399*
	INS 22	Personal Insurance	2/8/05	T	13W	\$399*
	INS 23	Commercial Insurance	2/8/05	T	13W	\$399*
CPCU						
	CPCU 510	Foundations of Risk Management, Insurance & Professionalism	1/27/05	Th	16W	\$399*
	CPCU 520	Insurance Operations, Regulation & Statutory Accounting	1/27/05	Th	16W	\$399*
	CPCU 530	The Legal Environment of Risk Management & Insurance	1/27/05	Th	16W	\$399*
	CPCU 540	Business and Financial Analysis for Risk Mgt. & Ins. Professionals	1/26/05	W	16W	\$399*
	CPCU 560	Financial Services Institutions	1/25/05	T	16W	\$399*
	CPCU 551	Commercial Property Risk Management & Insurance	1/25/05	T	16W	\$399*
	CPCU 552	Commercial Liability Risk Management & Insurance	1/26/05	W	16W	\$399*
	CPCU 553	Survey of Personal Risk Mgt., Ins. & Financial Planning	1/26/05	W	15W	\$399*
	CPCU 555	Personal Risk Management & Property-Liability Insurance	1/27/05	Th	16W	\$399*
CPCU 556	Personal Financial Planning	1/24/05	M	16W	\$399*	
CPCU 557	Survey of Commercial Risk Management & Insurance	1/27/05	Th	15W	\$399*	

**ALL AIC, ARM, INS AND CPCU COURSE TIMES ARE: 5:30 - 7:30 p.m.**

\*Registrations received after January 14, 2005 - \$429

# Associate in Claims

## Associate In Claims (AIC)

Claim professionals handle a wide variety of claims, including property, auto, workers' compensation, and bodily injury claims. Earning the AIC designation can improve your technical claim-handling abilities as well as your communication and negotiation skills. You can take the standard multiline approach, which covers personal insurance as well as commercial, property, and liability, or you can choose among four specialty paths that best suit your career needs.

### BENEFITS:

- Improved technical claim-handling ability
- Improved communication and negotiation skills
- Increased confidence in dealing with insurance stakeholders
- Enhanced career opportunities

### WHO SHOULD ATTEND:

- Insurance professionals in technical, support, supervisory, or managerial roles
- Professionals who work with claims adjusters

### CHOOSE ONE OF THE FOLLOWING

#### FIVE PATHS TO EARN THE AIC DESIGNATION:

- Multiline: AIC 33, 34, 35, and 36
- Personal Insurance Auto and Liability: AIC 33, 34, and 36, plus *either* CPCU 553 or 555, or INS 22
- Personal Insurance Homeowners: AIC 33, 35, and 36, plus *either* CPCU 553 or 555, or INS 22
- Commercial Insurance Liability: AIC 33, 34, 36, and CPCU 552
- Commercial Insurance Property: AIC 33, 35, 36, and CPCU 551

## The Claims Environment

AIC 33

### TOPICS INCLUDE:

- The claims process
- Claims management
- Communication skills
- Quality claims practices
- Law and the legal system
- Fraud
- Human relations
- Negotiation skills
- Bad faith

FEE: \$399.00\*

INSTRUCTOR: David Goodwin

### STATE CE INFORMATION:

Course Number: 39433

Provider: Lawrence Tech

Provider Number: 0649

Number of Approved Hours: 24

Line of Insurance: Property & Casualty

## Workers' Compensation and Managing Bodily Injury Claims

AIC 34

### TOPICS INCLUDE:

- Workers' compensation system
- Statutory benefits
- Bodily injury claim management
- Injury and treatment evaluation
- Impairment and disability
- Rehabilitation
- Low back injury claims
- Medical investigation
- Assessing treatments and disability

FEE: \$399.00\*

INSTRUCTOR: Michael Berger

### STATE CE INFORMATION:

Course Number: 39432

Provider: Lawrence Tech

Provider Number: 0649

Number of Approved Hours: 26

Line of Insurance: Property & Casualty

\*Registrations received after January 14, 2005 - \$429

# Associate in Risk Management

## Property Loss Adjusting AIC 35

### TOPICS INCLUDE:

- Preparing estimates
- Persons/property insured
- Causes of loss
- Residential construction
- Arson and fraud
- Amount of recovery
- Merchandise/time losses
- Loss-adjusting procedures

FEE: \$399.00\*

### STATE CE INFORMATION:

Course Number: 39431      Provider: Lawrence Tech  
Provider Number: 0649      Number of Approved Hours: 26  
Line of Insurance: Property & Casualty

## Liability Claim Practices AIC 36

### TOPICS INCLUDE:

- Investigation
- Evaluation of damages
- Litigation management
- Auto/home/commercial liability and coverage issues
- Settlement and ADR strategies
- Case studies

FEE: \$399.00\*      INSTRUCTOR: Richard J. Gianino

### STATE CE INFORMATION:

Course Number: 39430      Provider: Lawrence Tech  
Provider Number: 0649      Number of Approved Hours: 26  
Line of Insurance: Property & Casualty

“Dan brings the material to life.”

-ARM 54 student

## Associate in Risk Management (ARM)

By earning the ARM designation, you will greatly enhance your understanding of the risk management process and will learn about risk retention and transfer and about some of the latest in advanced risk-financing techniques. You will be able to apply this information immediately to your daily risk management responsibilities.

### BENEFITS:

- Professional recognition
- Increased confidence in dealing with other insurance stakeholders
- Ability to identify risk

### WHO SHOULD ATTEND:

- Agents and brokers
- Risk managers
- Professionals involved in underwriting
- Marketing underwriters

### COURSE SEQUENCE:

It is recommended that you begin with ARM 54. Additional courses can be taken in any order.

## Essentials of Risk Management ARM 54

### TOPICS INCLUDE:

- Risk management process and decisions
- Establishing a program
- Forecasting and applying forecasts
- Loss exposure analysis
- Information systems
- Cash flow analysis and alternative techniques

FEE: \$399.00\*      INSTRUCTOR: Dan Sobczynski

### STATE CE INFORMATION:

Course Number: 39445      Provider: Lawrence Tech  
Provider Number: 0649      Number of Approved Hours: 26  
Line of Insurance: Property & Casualty

\*Registrations received after January 14, 2005 - \$429

# General Insurance

## Essentials of Risk Control ARM 55

### TOPICS INCLUDE:

- Framework of risk control
- Crisis management planning
- Controlling fire losses
- Protecting health potential of personnel
- Safer and more productive workplaces
- Rehabilitation management
- Controlling losses
- Motivating and monitoring risk control activities
- System safety

**FEE:** \$399.00\*

**INSTRUCTOR:** James Logsdon

### STATE CE INFORMATION:

**Course Number:** 39446

**Provider:** Lawrence Tech

**Provider Number:** 0649

**Number of Approved Hours:** 26

**Line of Insurance:** Property & Casualty

## Risk Financing ARM 56

### TOPICS INCLUDE:

- Insurance as a risk-financing technique
- Excess and umbrella liability
- Reinsurance and risk financing
- Captives
- Self-insurance
- Retrospectively rated plans
- Finite and integrated risk insurance plans
- Capital market products

**FEE:** \$399.00\*

### STATE CE INFORMATION:

**Course Number:** 39444

**Provider:** Lawrence Tech

**Provider Number:** 0649

**Number of Approved Hours:** 26

**Line of Insurance:** Property & Casualty

## The Program in General Insurance

The Program in General Insurance (INS) provides a solid foundation on which to build your career in insurance. The courses cover insurance principles, practices, and policies in depth. Completing the INS program can enhance future career opportunities and help you do your current job better. Passing the three national INS exams earns a Certificate in General Insurance. Although INS teaches you the fundamentals of insurance, it assumes some basic knowledge of insurance.

### BENEFITS:

- Enhanced future career opportunities
- Broader knowledge of insurance principles and practices
- Increased confidence
- Solid foundation for future growth

### WHO SHOULD ATTEND:

- Insurance professionals in technical, support, supervisory, or managerial roles

### COURSE SEQUENCE:

It is best to take INS 21 first.

Additional courses may be taken in any order.

\*Registrations received after January 14, 2005 - \$429

# General Insurance

## Property and Liability Insurance Principles

INS 21

### TOPICS INCLUDE:

- What is insurance and how is it regulated?
- Who provides insurance?
- How is financial performance of insurers measured?
- Claims and insurance contracts
- Property loss exposures and policy provisions
- Liability loss exposures and policy provisions
- Underwriting
- Managing loss exposures: risk management
- Marketing

FEE: \$399.00\*

INSTRUCTOR: Steven Hoppens

### STATE CE INFORMATION:

Course Number: 39428

Provider: Lawrence Tech

Provider Number: 0649

Number of Approved Hours: 20

Line of Insurance: Property & Casualty

## Personal Insurance

INS 22

### TOPICS INCLUDE:

- Automobile insurance and society
- Health and disability insurance
- Personal Auto Policy (PAP)
- Homeowners' and other residential insurance
- Other personal property and liability insurance
- Life insurance
- Personal loss exposures and financial planning
- Homeowners' variations, endorsements, and rating

FEE: \$399.00\*

INSTRUCTOR: Steven Hoppens

### STATE CE INFORMATION:

Course Number: 39427

Provider: Lawrence Tech

Provider Number: 0649

Number of Approved Hours: 24

Line of Insurance: Property & Casualty

## Commercial Insurance

INS 23

### TOPICS INCLUDE:

- Commercial property
- Business income insurance
- Commercial crime and boiler/machinery
- Commercial auto
- Commercial general liability (CGL)
- Business owners' policy
- Workers' compensation insurance
- Miscellaneous coverages

FEE: \$399.00\*

INSTRUCTOR: Fred Field

### STATE CE INFORMATION:

Course Number: 39426

Provider: Lawrence Tech

Provider Number: 0649

Number of Approved Hours: 24

Line of Insurance: Property & Casualty

\*Registrations received after January 14, 2005 - \$429

# CPCU Designation

## CPCU – Chartered Property Casualty Underwriter (CPCU®) Professional Designation

With the CPCU curriculum, you will gain a broad understanding of property-casualty insurance in addition to choosing either a commercial or personal risk management and insurance concentration. The curriculum includes in-depth coverage of personal financial planning and financial services institutions, which reflects the convergence of the property-casualty and financial services industries. The CPCU program is comprehensive and practical.

### COURSE SEQUENCE:

Either CPCU 510 or 520 is a good starting place. However, students may take courses in any sequence according to their background, needs, and interests.

### BENEFITS:

- Attain career goals
- Improve technical expertise
- Acquire professional recognition
- Achieve career growth
- Enhance business opportunities

### WHO SHOULD ATTEND:

- Insurance company employees
- Risk managers
- Agents and Brokers
- Educators
- Underwriters
- Claim Professionals

### PROGRAM STRUCTURE:

Eleven courses are offered. You must pass a minimum of eight course exams (five foundation courses, plus three from either concentration) to earn the CPCU designation.

### FOUNDATION COURSES

CPCU	510	Foundations of Risk Management, Insurance, and Professionalism
CPCU	520	Insurance Operations, Regulation, and Statutory Accounting
CPCU	530	The Legal Environment of Risk Management and Insurance
CPCU	540	Business and Financial Analysis for Risk Management and Insurance Professionals
CPCU	560	Financial Services Institutions

### COMMERCIAL CONCENTRATION COURSES

CPCU	551	Commercial Property Risk Management and Insurance
CPCU	552	Commercial Liability Risk Management and Insurance
CPCU	553	Survey of Personal Risk Management, Insurance, and Financial Planning

### PERSONAL CONCENTRATION COURSES

CPCU	555	Personal Risk Management and Property-Liability Insurance
CPCU	556	Personal Financial Planning
CPCU	557	Survey of Commercial Risk Management and Insurance

# CPCU Designation

## CPCU Foundation Courses

### Foundations of Risk Management, Insurance, and Professionalism

CPCU 510

#### TOPICS INCLUDE:

- Risk and related concepts
- Evaluating and managing risk
- Code of ethics
- Insurance as a risk management technique
- The insurance business today
- Insurable risks and risk-financing alternatives
- Fundamental insurance assumptions
- Insurance contract
- Insurable interests
- Reading a policy
- Common policy provisions
- Insured events
- Amounts payable
- External factors affecting insurance contracts

FEE: \$399.00\*

INSTRUCTOR: Michael Hale

#### STATE CE INFORMATION:

Course Number: 39440

Provider: Lawrence Tech

Provider Number: 0649

Number of Approved Hours: 30

Line of Insurance: Property & Casualty

### Insurance Operations, Regulation, and Statutory Accounting

CPCU 520

#### TOPICS INCLUDE:

- Regulation
- Distribution systems
- Underwriting (property, liability, and package)
- Loss control and premium auditing
- Reinsurance
- Ratemaking principles and process
- Insurer financial management
- Claims adjusting
- Property and liability claims adjusting
- Insurer financial statements

FEE: \$399.00\*

INSTRUCTOR: Richard J. Gianino

#### STATE CE INFORMATION:

Course Number: 39441

Provider: Lawrence Tech

Provider Number: 0649

Number of Approved Hours: 30

Line of Insurance: Property & Casualty

\*Registrations received after January 14, 2005 - \$429

“Mr. Gianino is knowledgeable and interesting.  
He is approachable and will go out of his way to help us succeed.”

-CPCU 520 student

# CPCU Designation

## The Legal Environment of Risk Management and Insurance

CPCU 530

### TOPICS INCLUDE:

- The legal system
- Contracts
- Real property
- Credit and bankruptcy
- Principal and agent
- Employment law
- Business entities
- Consumer protection
- Criminal law and intentional torts
- Negligence, product and professional liability
- Corporate management and shareholder rights

**FEE:** \$399.00\*

**INSTRUCTOR:** James T. Mellon

### STATE CE INFORMATION:

**Course Number:** 39443

**Provider:** Lawrence Tech

**Provider Number:** 0649

**Number of Approved Hours:** 30

**Line of Insurance:** Property & Casualty

## Business and Financial Analysis for Risk Management and Insurance Professionals

CPCU 540

### TOPICS INCLUDE:

- Financial statements and taxes
- Working with financial statements
- The time value of money
- Discounted cash flow valuation
- Interest rates and bond valuation
- Stock valuation
- Net present value and other investment criteria
- Making capital investment decisions
- Project analysis and evaluation
- Some lessons from capital market history
- Return, risk, and the security market line
- A survey of risk metrics
- Options and corporate finance
- Cost of capital
- Financial leverage and capital structure policy
- Cash and liquidity management
- An introduction to financial engineering
- Mergers and acquisitions

**FEE:** \$399.00\*

**INSTRUCTOR:** Douglas Thompson

### STATE CE INFORMATION:

**Course Number:** 39438

**Provider:** Lawrence Tech

**Provider Number:** 0649

**Number of Approved Hours:** 30

**Line of Insurance:** Property & Casualty

\*Registrations received after January 14, 2005 - \$429

“Classes help keep me on track of professional objectives.”

-CPCU 540 student

# CPCU Designation

## Financial Services Institutions

CPCU 560

### TOPICS INCLUDE:

- Financial markets
- Bond markets
- Derivative securities
- Finance companies
- Mutual funds
- Securities firms and investment banks
- Risks incurred by financial institutions
- Money markets
- Stock markets
- Banks
- Insurance companies
- Pension funds

**FEE:** \$399.00\*     **INSTRUCTOR:** Douglas Thompson

**NOT ELIGIBLE FOR STATE CE CREDITS**

## Commercial Insurance Concentration Courses

### Commercial Property Risk Management and Insurance

CPCU 551

### TOPICS INCLUDE:

- Property risk management and control
- Building and personal property coverage
- Causes-of-loss forms
- Flood, earthquake, and specialty forms
- Inland marine and ocean cargo
- Crime insurance
- Equipment breakdown
- Business owners and farm owners
- Surety bonds
- Business income loss exposure

**FEE:** \$399.00\*     **INSTRUCTOR:** Dan Sobczynski

### STATE CE INFORMATION:

**Course Number:** 39437     **Provider:** Lawrence Tech  
**Provider Number:** 0649     **Number of Approved Hours:** 30  
**Line of Insurance:** Property & Casualty

\*Registrations received after January 14, 2005 - \$429

“After sitting endless hours in a class Dan is a refreshing breeze!”

-CPCU 551 student

# CPCU Designation

## Commercial Liability Risk Management and Insurance

CPCU 552

### TOPICS INCLUDE:

- Liability loss exposures and risk control
- CGL: premises and operations
- Contractual, fire, legal, and other coverages
- Business auto, garage, and motor carrier liability
- Workers' compensation and employers' liability
- Professional liability
- Environmental insurance
- Aviation and marine
- Excess and umbrella liability
- Advanced risk management techniques

**FEE:** \$399.00\*      **INSTRUCTOR:** LeRoy Bostic

### STATE CE INFORMATION:

**Course Number:** 39435      **Provider:** Lawrence Tech  
**Provider Number:** 0649      **Number of Approved Hours:** 30  
**Line of Insurance:** Property & Casualty

## Survey of Personal Risk Management, Insurance, and Financial Planning

CPCU 553

### TOPICS INCLUDE:

- Auto insurance and society
- Personal auto policy
- Homeowners' insurance
- Personal financial planning
- Life, health, and disability insurance
- Investment and estate planning
- Planning for retirement

**FEE:** \$399.00\*      **INSTRUCTOR:** Dan Sobczynski

**NOT ELIGIBLE FOR STATE CE CREDITS**

## CPCU Personal Insurance Concentration Courses

### Personal Risk Management and Property-Liability Insurance

CPCU 555

### TOPICS INCLUDE:

- Personal risk management
- Homeowners' insurance
- Homeowner endorsements and variations
- Personal auto
- Recreational vehicles
- Developing personal insurance products
- Underwriting profitability
- Pricing
- Re-underwriting personal insurance portfolios
- Gaining efficiencies in personal insurance operations

**FEE:** \$399.00\*

### STATE CE INFORMATION:

**Course Number:** 39434      **Provider:** Lawrence Tech  
**Provider Number:** 0649      **Number of Approved Hours:** 30  
**Line of Insurance:** Property & Casualty

\*Registrations received after January 14, 2005 - \$429

# Fundamentals of No-Fault Law

## CPCU Designation Continued...

### Personal Financial Planning

CPCU 556

#### TOPICS INCLUDE:

- Life insurance and Social Security
- Health, disability, and long-term care
- Basic investment principles
- Equity and fixed-income investments
- Mutual funds
- Asset allocation
- Income tax planning
- Planning for retirement
- Estate planning

**FEE:** \$399.00\*      **INSTRUCTOR:** Fred Field

**NOT ELIGIBLE FOR STATE CREDITS**

### Survey of Commercial Risk Management and Insurance

CPCU 557

#### TOPICS INCLUDE:

- Commercial property
- Business income
- Commercial crime and equipment breakdown insurance
- Inland and ocean marine
- Commercial general liability
- Commercial auto
- Business owners and farm owners
- Workers' compensation and employers' liability
- Risk financing

**FEE:** \$399.00\*      **INSTRUCTOR:** Dan Sobczynski

**NOT ELIGIBLE FOR STATE CE CREDITS**

\*Registrations received after January 14, 2005 - \$429

## Fundamentals of No-Fault Law

#### ABOUT THE SEMINAR

Michigan's No-Fault Insurance Act is a complex statute that has been frequently amended and has spanned more than 1,000 appellate decisions.

#### WHO SHOULD ATTEND

This program is designed specifically for insurance professionals, attorneys, health care specialists, and anyone interested in gaining in-depth knowledge of Michigan's Automobile No-Fault Law.

#### TOPICS TO BE COVERED

- No-Fault definitions, coverages, exclusions
- Mandatory insurance
- Benefits
- Penalties - order of priorities
- Residual tort liability
- Liens & recoupment
- Rationale underlying the no-fault concept
- Statute of limitations
- Coordination & set-offs

**DATE:** Mondays, April 11 - June 27, 2005

**TIME:** 5:30 - 7:30 p.m.

**LOCATION:** Lawrence Technological University

**FEE:** \$499

**INSTRUCTOR:** James L. Borin

**NOT ELIGIBLE FOR STATE CE CREDITS**

**Register today.**

# Instructor Biographies

## **MICHAEL BERGER**

Michael Berger has been an instructor at Lawrence Technological University for over 10 years. He has worked in the insurance industry since 1964 and has handled all lines of casualty claims. He is presently handling workers' compensation claims for Sedgwick Claims Management Services.

Mr. Berger is a past board member of the Michigan Claims Adjusters Association. He has also served as vice president of the Detroit Claims Adjusters Association. Mr. Berger served as the past president, vice president, and education chairman of the Detroit Workers Compensation Claims Council as well.

## **JAMES L. BORIN**

James L. Borin, Esq., is a leading commentator on no-fault insurance in the state of Michigan. Mr. Borin is a partner in the Detroit law firm of Garan, Lucow, Miller. He was an adjunct professor at the University of Detroit School of Law for 15 years. He is the author of the Michigan Automobile No-Fault Manual and Insurance Law Manual. He has lectured extensively on no-fault insurance in Michigan, including appearances at several judicial conferences. He is an instructor at Lawrence Technological University.

## **LEROY BOSTIC**

LeRoy Bostic has been active in the insurance industry for more than 23 years. He spent 10 of those years with insurance carriers, holding a variety of positions, such as a commercial lines underwriter, production underwriter, and marketing representative, before becoming an insurance agent. He is currently the president of the Lewis & Thompson Agency in Detroit. After embarking on his insurance career, he continued his studies and took a number of company-sponsored courses as well as those offered by the American Institute of Chartered Property Casualty Underwriters. In 1991, he received the professional designation of CPCU.

Mr. Bostic is currently on the staff of Lawrence Technological University, a member of the board of directors of the Greater Detroit Chapter of the CPCU Society, the Michigan Basic Property Insurance Association, the Michigan Automobile Insurance Placement Facility, the Michigan Association of Insurance Agents, Detroit Neighborhood Housing Services, and Insuring the Children.

## **FRED FIELD**

Fred Field is a native of the Detroit area. He graduated from Redford High School and Ferris State University. He earned his CPCU designation in 1978 and his ARM designation in 1987. Mr. Field worked at the Field Agency, first as an agent and later as the principle. In 1985, he moved his business to the Caviston Agency in Plymouth, where he remains as a producer. He has been married for 37 years to Annette Field and has two adult sons.

## **RICHARD J. GIANINO**

Richard J. Gianino, JD, CPCU, is a shareholder in the Detroit office of Plunkett & Cooney, PC. Mr. Gianino is a member of the firm's insurance and medical liability practice groups. He graduated from Kalamazoo College in 1978 and with honors from Boston College Law School in 1981. In 1992, Mr. Gianino obtained his CPCU designation. He has been teaching in the CPCU and AIC program since 1997 and has served as a member of the CPCU Society's total quality committee.

Mr. Gianino is also a member of the Michigan, Massachusetts, and American bars. His practice includes representing insurers on coverage matters, as well as marketing and policy language adoption.

## **DAVID GOODWIN**

Dave Goodwin is the Manager of Middle Market Commercial Insurance and an Assistant Vice President for Chubb Insurance in their Troy Michigan Branch. This department is the second largest for Chubb countrywide. He is a skilled and effective trainer used throughout the company for various seminars and course development. Prior to this position, Mr. Goodwin has been in Human Resources, commercial insurance marketing, and insurance sales. He currently is an adjunct professor at Lawrence Technological University. Mr. Goodwin has earned his CPCU and CIC designations.

# Instructor Biographies

## **MICHAEL HALE**

Michael Hale benefits from 14 years of experience in the insurance industry. He holds a Bachelor of Arts in business from Hillsdale College and a law degree, with honors, from the Detroit College of Law. He is admitted to the state bar of Michigan and is licensed to practice law.

Mr. Hale is president of the Cambridge Group, Inc. and president of the law offices of Hale, Stein & Murphy, PC, a firm that specializes in business and insurance related consulting and litigation. Mr. Hale has earned numerous professional insurance designations, including Chartered Property Casualty Underwriter (CPCU), Certified Insurance Counselor (CIC), and Accredited Adviser in Insurance (AAI).

Remaining active in numerous facets of the insurance industry, Mr. Hale teaches insurance throughout Michigan. He is an adjunct insurance faculty member at Lawrence Technological University and is on the faculty of the Society of Certified Insurance Counselors.

## **STEVEN HOPPENS**

Steven Hoppens graduated in 1978 from Northern Illinois University with a Bachelor of Science in finance. He graduated in 1990 from the Kellogg School of Management in the Management Development Program. He also has designations in CPCU, ARM, LIC, and CIC and is a Licensed Life and Health Agent. He is currently the president of the Henrikson Agency.

## **JIM LOGSDON**

Jim Logsdon is a senior risk control consultant and has been in the insurance business for 16 years. He graduated with a Bachelor of Science degree in technical careers, fire service management, in 1983 and received a master's degree in management from Webster University in 1985. He also has an ARM designation. His past experience includes positions as director of fire and safety at the Evanston Hospital Corporation and firefighter with the U.S. Air Force and Department of Defense. His area of expertise is property. He has been involved in HPR and international accounts.

## **JAMES T. MELLON**

James T. Mellon received his B.A. and M.A. from the University of Detroit. He earned his JD from the University of Detroit School of Law and his LLM from Wayne State University School of Law. In 1980, he secured the designation of Chartered Property Casualty Underwriter (CPCU), and in 1985 the Associate in Risk Management (ARM). He is a licensed insurance counselor - property and casualty - in the state of Michigan.

Mr. Mellon has held a number of positions in the Greater Detroit Chapter of the Society of CPCU, including president (1987-1988). He is an adjunct professor of law at the University of Detroit Mercy School of Law, where he teaches insurance law and medical malpractice. He has taught the Legal Environment of Insurance at Lawrence Technological University since 1984. He has also taught Property Loss Adjusting and The Claims Environment.

## **DAN SOB CZYNSKI**

Dan Sobczynski is the retired director of corporate insurance for Ford Motor Company and has over 30 years of risk management and insurance experience. He was also the president and managing director of Transcon Insurance Ltd. in Bermuda. Mr. Sobczynski has been an insurance instructor at Lawrence Technological University for over 10 years. He holds the professional designations of CPCU, CLU, ChFC, ARM, AIC, LIC and AIS and is a graduate of the University of Illinois with a Bachelor of Science in finance and Boston University with a Master of Science in insurance management. He is presently an independent risk and insurance consultant.

## **DOUGLAS G. THOMPSON**

Douglas Thompson is an assistant vice president at the American International Group. He holds the Chartered Property Casualty Underwriter (CPCU), the Associate In Risk Management (ARM), and the Associate in Insurance Accounting and Finance (AIAF) professional designations as well as graduate degrees in economics (M.A.) and finance (M.B.A.). He has 20 years of experience teaching CPCU classes for the Cincinnati Chapter of CPCU, the Insurance Society of Philadelphia, and Lawrence Technological University. He is the co-founder and past president of the Risk Education Society.

# General Information

## *Registration Procedures and Policies for National Insurance Exams*

To register for an exam, follow this process:

**Step 1:** Register with the Institutes

**Step 2:** Select an exam and testing window

**Step 3:** Pay the designated fee

You can complete steps 1 - 3 by contacting the Institutes:

**Phone:** 800.644.2101, 8:00 a.m. to 6:00 p.m. ET, Monday through Friday.

**Web:** [www.aicpcu.org](http://www.aicpcu.org)

**E-mail:** [Cserv@cpcuiia.org](mailto:Cserv@cpcuiia.org)

**Fax:** 610.640.9576

**Step 4:** Call Prometric to schedule the day/time for your exam.

**Phone:** 877.311.2525, 8:00 a.m. to 8:00 p.m. ET, Monday through Friday, or 8:00 a.m. to 4:00 p.m. ET, Saturday, or register online at [www.prometric.com](http://www.prometric.com).

*It is recommended that you register for your exam during the first week of your course.*

### **Testing window for Spring 2005:**

April 15 - June 15, 2005

### *Cosponsors of the Insurance Studies Program*

- The CPCU Society's Greater Detroit Chapter
- AICPCU and IIA

## *Michigan Continuing Education Requirements*

Several Lawrence Technological University Insurance courses have been approved for Michigan CE credits. Please see the course descriptions to determine which courses are approved and the number of credits available. NOTE: You must attend at least 80% of the course sessions to be eligible for CE credits. You must be licensed to be eligible for CE credits. By law, as the educational provider, Lawrence Tech is required to submit records for participants seeking credits to the state.

**Course description copy used with the permission of the American Institute for CPCU and the Insurance Institute of America, copyright holder.**

*Books for the CPCU/IIA program can be purchased by phone or fax as well as online:*

**Phone:** 610.644.2100 **OR Toll Free:** 800.644.2101

**Fax:** 610.640.9576 • **Web:** [www.aicpcu.org](http://www.aicpcu.org)

*Course materials are not available in the Lawrence Technological University bookstore.*

## *Scholarship Information*

Lawrence Tech, in association with the Society of CPCU Greater Detroit Chapter, offers the following scholarship:

### **The Robert Gross Scholarship**

In honor of Robert Gross a **\$500 scholarship per semester** will be awarded.

Please call 248.204.4050 for more information on applying for this scholarship.

## Lawrence Technological University

Division of Continuing Education and

Professional Development

21000 West Ten Mile Road

Southfield, MI 48075-1058

248.204.4050 • 248.204.4017 fax

[www.continuinged.ltu.edu](http://www.continuinged.ltu.edu) • [contedu@ltu.edu](mailto:contedu@ltu.edu)

# About Lawrence Tech

*About Lawrence Technological University's Division of Continuing Education and Professional Development* - The Division of Continuing Education and Professional Development was created to support and further the educational goals of professionals, non-degreed individuals, and corporations. The Division offers programs in Computer Training, Project Management, Automotive Engineering and Design, Insurance Studies, Management and Leadership, and Business Communication Skills. A broad array of program types are offered, including one-day seminars, half-day programs, week-long workshops, certificate programs, and corporate programs.

## Continuing Education Mailing Address

21000 West Ten Mile Road, Southfield, MI 48075-1058

*Confirmation* - You will be mailed a confirmation letter and map when registration and full payment have been received.

*Admission* - Enrollment in an independent study class does not constitute admission to Lawrence Technological University.

*Notice of Non-Discriminatory Policy* - Lawrence Technological University adheres and conforms to all federal, state, and local civil rights regulations, statutes, and ordinances. No person, student, faculty, or staff member will knowingly be discriminated against relative to the above statutes. LAWRENCE TECHNOLOGICAL UNIVERSITY IS AN EQUAL OPPORTUNITY EMPLOYER.

*Program Fees* - Program fees include attendance and participation in the selected program. No other materials or activities are included.



## Campus Map Building Key

1. Corporate Services Center/Continuing Education
2. Don Ridler Field House: Applied Research Center
3. Engineering Building: College of Engineering
4. Science Building: College of Arts and Sciences
5. Wayne H. Buell Management Building:  
College of Management, Library, Dining Facilities
6. Architecture Building: College of Architecture and Design
7. University Technology and Learning Center
8. Presidents Conference Center
9. University Housing Center - South
10. University Housing Center - North
11. Maintenance Building
12. Outdoor Athletic Fields

# Registration Form

## Insurance Studies Registration Form - PLEASE PRINT

Name: \_\_\_\_\_ Social Security #: \_\_\_\_\_

Home Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Employer: \_\_\_\_\_

Business Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Email: \_\_\_\_\_

MASTERCARD, VISA, AND DISCOVER ACCEPTED (upon approval) for full payment.

MasterCard /Visa/ Discover card #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

SIGNATURE IS REQUIRED AND SIGNIFIES YOUR AUTHORIZATION FOR CREDIT OR DEBIT CARD PAYMENT.

**Make checks payable to:** Lawrence Technological University and submit with registration form to: Division of Continuing Education, Lawrence Technological University, 21000 West Ten Mile Road, Southfield, MI 48075-1058.

COURSE #	TITLE	EARLY BIRD FEE	FEE AFTER 1/14/05
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_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

**PLEASE NOTE:** Program registration does not include course materials or examination fees. See page 17 for information on exams and purchasing your materials.

**YES**  I will be taking this course for CE credit. (If you need CE credit you must enclose an additional dollar per credit. See the individual course descriptions for the number of credits approved. NOTE: You must have 80% attendance to be eligible for CE credits.)

**Registration indicates that you are familiar with the cancellation policy.**

### Register Now — It's Easy

**BY MAIL:** Lawrence Technological University  
Division of Continuing Education  
and Professional Development  
21000 West Ten Mile Road  
Southfield, MI 48075-1058

**BY E-MAIL:** Contedu@ltu.edu

**BY PHONE:** 248.204.4050 or  
toll free 800.225.5588 ext. 54

**BY FAX:** 248.204.4017

**IN PERSON:** Continuing Education Office  
Corporate Services Complex  
21255 Civic Center Drive  
Southfield, MI 48075

Complete the registration form and submit it with the appropriate fees. Partial payments cannot be accepted. However, the following are accepted: payment vouchers, purchase orders, checks, MasterCard, Discover, and Visa.

### Cancellation Policy

To withdraw from a class you must submit written notification to the Division of Continuing Education. Partial refunds may be granted if written notification is received seven days prior to the class start date. After that time, refunds will not be granted.

- A \$60 administrative fee will be assessed for all cancellations.
- Substitutions will be allowed any time prior to the program start date.
- Returned check charge: \$60
- The University reserves the right to cancel activities which do not meet minimum enrollment or for other good cause.
- Instructors may be substituted as deemed necessary.

**LAWRENCE**  
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**Division of Continuing Education &**  
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21000 West Ten Mile Road  
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# Insurance Studies

Spring 2005

**LAWRENCE**  
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**Register Now!**