Insurance Studies
Spring 2006

Register Now!
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
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 Additions
Continuing our effort to support the educational goals of our students we have added 2 new designations; API: Associates in Personal Insurance and AIT: Associates in Information Technology. Please see pages 5 and 7 for more details.

Please contact our office at 248.204.4050 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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    • Insurance Operations, Regulation, and Statutory Accounting (CPCU 520)
    • The Legal Environment of Insurance (CPCU 530)
    • Business and Financial Analysis for Risk Management and Insurance Professionals (CPCU 540)
    • Financial Services Institutions (CPCU 560)

  CPCU® COMMERCIAL CONCENTRATION COURSES
    • Commercial Property Risk Management and Insurance (CPCU 551)
    • Commercial Liability Risk Management and Insurance (CPCU 552)
    • Survey of Personal Risk Management, Insurance, and Financial Planning (CPCU 553)

  CPCU® PERSONAL CONCENTRATION COURSES
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* Registrations received after January 6, 2006 - $429

**ALL AIC, AIT, ARM, API, INS, CPCU AND IACP COURSE TIMES ARE 5:30 - 7:30 p.m.**
Associate in Claims (AIC)

Claims 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 claims-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: Mike Berger

STATE CE INFORMATION:
Course Number: 43412 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
• Compensability

FEE: $399.00* INSTRUCTOR: Joe Varkula

STATE CE INFORMATION:
Course Number: 43414 Provider: Lawrence Tech
Provider Number: 0649 Number of Approved Hours: 26
Line of Insurance: Property & Casualty

*Registrations received after January 6, 2006 - $429

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Associate in Information Technology

Associate in Claims

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*  INSTRUCTOR: Art Judson

STATE CE INFORMATION:
Course Number: 43405  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: 43400  Provider: Lawrence Tech
Provider Number: 0649  Number of Approved Hours: 26
Line of Insurance: Property & Casualty

*Registrations received after January 6, 2006 - $429

Associate in Information Technology (AIT)

By earning the AIT designation, you will greatly enhance your understanding of the information technology process and will learn about application software and network communications about some of the latest in advanced information technology techniques. You will be able to apply this information immediately to your daily information technology responsibilities.

BENEFITS:
- Professional recognition
- Increased confidence in troubleshooting computer difficulties
- Ability to identify computer viruses

WHO SHOULD ATTEND:
- Information Technology Professionals
- Computer Professionals
- Computer Users

COURSE SEQUENCE:
It is recommended that you begin with AIT 131.
The Strategic Management of Information
AIT 131

TOPICS INCLUDE:
• Internet and world wide web
• Application software
• System software
• Hardware
• Networks and communications
• Databases
• E-Commerce

FEE: $399.00*
INSTRUCTOR: Joe Varkula

AIT Courses are not eligible for CE credits

Insurance Uses of Technology
AIT 132

TOPICS INCLUDE:
• Technology and insurance information
• Managing a system,
• Effect on marketing/basic policy processing
• Needs analysis
• Technology in underwriting and claims
• Information security
• Agency management systems
• Internet insurance marketing
• Internet sales and service in the insurance industry
• Agency/company interface
• Industry level information requirements

FEE: $399.00*

AIT Courses are not eligible for CE credits

The Strategic Management of Information
AIT 134

TOPICS INCLUDE:
• Creating business advantage with IT
• Crafting business models
• Building networked businesses
• Making the case for networked business
• Understanding internetworking infrastructure
• Assuring reliable and secure IT services
• Managing diverse IT infrastructures
• Organizing and leading the IT function
• Managing IT outsourcing
• A portfolio approach to IT
• Data warehousing

FEE: $399.00*

AIT Courses are not eligible for CE credits

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Associate in Personal Insurance (API)

Strengthen your knowledge of personal lines. Earning the Associate in Personal Insurance (API) designation will help you strengthen your knowledge of personal lines insurance. You will gain a thorough understanding of the personal insurance business, including underwriting, marketing practices, the personal insurance environment, personal insurance profitability, the product development process, and portfolio management.

WHO SHOULD ATTEND:
All insurance professionals involved in personal lines will benefit from this program. Producers, underwriters, customer service representatives, claim adjusters, customer advocates and insurance company management will develop an understanding of personal lines insurance theory and practice. The program also develops underwriting, marketing and policy analysis skills which improve customer service and insurance company profitability.

COURSE SEQUENCE:
The following courses are required to earn this designation:
API 28 - Underwriting and Marketing Practices.
API 29 - Portfolio Management and Issues.
INS 21 - Property and Liability Insurance Principles
INS 22 - Personal Insurance

Underwriting and Marketing Practices
API 28

TOPICS INCLUDE:
- Identifying customer needs
- Marketing
- Regulation
- Personal & premises liability
- Auto
- Umbrella
- Residential property
- Inland marine
- Watercraft

FEE: $399.00*      INSTRUCTOR: Dan Sobczynski

STATE CE INFORMATION:
Course Number: 43413    Provider: Lawrence Tech
Provider Number: 0649    Number of Approved Hours: 24
Line of Insurance: Property & Casualty

Portfolio Management and Issues
API 29

TOPICS INCLUDE:
- Personal insurance market
- Developing products
- Underwriting profitability
- Pricing
- Reunderwriting
- Personal lines issues

FEE: $399.00*      INSTRUCTOR: Dan Sobczynski

STATE CE INFORMATION:
Course Number: 43406    Provider: Lawrence Tech
Provider Number: 0649    Number of Approved Hours: 22
Line of Insurance: Property & Casualty

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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
- Professionals involved in underwriting
- Risk managers
- Marketing underwriters

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

**Risk Control**
ARM 55

**TOPICS INCLUDE:**
- Controlling property, personnel, liability, and net income loss exposures
- Intellectual property loss exposures
- Criminal loss exposures
- Disaster recovery for property loss exposures
- Understanding claim administration
- Fleet operations loss exposures
- Environmental loss exposures
- Understanding system safety
- Motivating and monitoring risk control activities

**FEE:** $399.00*

**INSTRUCTOR:** James Logsdon

**STATE CE INFORMATION:**
- Course Number: 43408
- 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*

**INSTRUCTOR:**

**STATE CE INFORMATION:**
- Course Number: 43409
- Provider: Lawrence Tech
- Provider Number: 0649
- Number of Approved Hours: 26
- Line of Insurance: Property & Casualty

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“Dan brings the material to life.”

-ARM 54 student
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.

**EARN CREDIT TOWARD A CPCU® DESIGNATION.**
Completing the INS Program waives CPCU 553 and 557.

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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 risk management
- Marketing

**FEE:** $399.00*

**INSTRUCTOR:** Steven Hoppens

**STATE CE INFORMATION:**
- Course Number: 43404
- Provider: Lawrence Tech
- Provider Number: 0649
- Number of Approved Hours: 20
- Line of Insurance: Property & Casualty

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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: 43401
- Provider: Lawrence Tech
- Provider Number: 0649
- Number of Approved Hours: 24
- Line of Insurance: Property & Casualty

*Registrations received after January 6, 2006 - $429
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: 43393  Provider: Lawrence Tech
Provider Number: 0649  Number of Approved Hours: 24
Line of Insurance: Property & Casualty

Insurance Advisor Certificate Program

By achieving your Insurance Advisor Certificate, you will have a competitive advantage in meeting the needs of clients and the industry. You will gain practical and relevant knowledge of insurance principles, practices, and policies in depth.

BENEFITS:
• Learn practical course content, applicable to your career
• Recognition within your industry for your knowledge and professionalism
• Comprehensive course materials for future reference

WHO SHOULD ATTEND:
Insurance professionals who provide consultation and customer service

COURSE SEQUENCE:
It is best to take Commercial Property and Liability Practical Overview followed by INS 22 Personal Insurance.

Commercial Property and Liability Practical Overview

TOPICS INCLUDE:
• Commercial Property Coverage
• Commercial Property Causes of Loss Forms
• Commercial Property Endorsements
• Time Element Coverages
• Inland Marine Coverages
• Essentials of Legal Liability
• Commercial General Liability
• Workers’ Compensation
• Business Auto Coverages
• Umbrella/Excess Liability
• Business Owners’ Policy

FEE: $399.00*  INSTRUCTOR: Steven Hoppens

STATE CE INFORMATION: An application for CE credits has been submitted for this course and is pending approval.

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

-CPCU 540 student

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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 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® – 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.

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:
The CPCU® program consists of eleven courses. You must pass eight courses to earn the CPCU® designation. All candidates must complete the five foundation courses. In addition, you select either the commercial or personal insurance concentration and complete the three courses in the concentration of your choosing. You may not combine courses from both concentrations.
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: Mike Hale
STATE CE INFORMATION:
Course Number: 43397  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: 43398  Provider: Lawrence Tech
Provider Number: 0649  Number of Approved Hours: 30
Line of Insurance: Property & Casualty

The Legal Environment of Insurance
CPCU 530

TOPICS INCLUDE:
• U.S. law and regulation
• Contract law: contract formation, agreement, legal capacity, consideration, legal purpose, genuine assent, form, interpretation, and obligations
• Insurance contract law
• Commercial law; property law
• Tort law: negligence, intentional torts, products liability, environmental torts, special liability, and litigation concepts
• Agency law; insurance applications of agency law
• Employment law
• Business entities; and the international legal environment of insurance

FEE: $399.00*  INSTRUCTOR: James Mellon
STATE CE INFORMATION:
Course Number: 43399  Provider: Lawrence Tech
Provider Number: 0649  Number of Approved Hours: 30
Line of Insurance: Property & Casualty

*Registrations received after January 6, 2006 - $429
Business and Financial Analysis for Risk Management & 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: 43392  Provider: Lawrence Tech
Provider Number: 0649  Number of Approved Hours: 30
Line of Insurance: Property & Casualty

Financial Services Institutions
CPCU 560

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

FEE: $399.00*  INSTRUCTOR: Douglas Thompson

STATE CE INFORMATION:
Course Number: 43396  Provider: Lawrence Tech
Provider Number: 0649  Number of Approved Hours: 30
Line of Insurance: Property & Casualty

*Registrations received after January 6, 2006 - $429

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

-CPCU 520 student
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: Fred Field

STATE CE INFORMATION:
Course Number: 43395  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: Fred Field

STATE CE INFORMATION:
Course Number: 43411  Provider: Lawrence Tech
Provider Number: 0649  Number of Approved Hours: 30
Line of Insurance: Property & Casualty

*Registrations received after January 6, 2006 - $429
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: 44403 Provider: Lawrence Tech
Provider Number: 0649 Number of Approved Hours: 30
Line of Insurance: Property & Casualty

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: Fred Field
STATE CE INFORMATION:
Course Number: 43410 Provider: Lawrence Tech
Provider Number: 0649 Number of Approved Hours: 30
Line of Insurance: Property & Casualty

“Dan is a refreshing breeze!”
-CPCU 551 student
Advanced 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 INCLUDE:
- Uninsured and under-insured motorist coverage
- Liability insurance
- Cancellation and rescission of policy
- Bad faith and fair trade practices act
- Declaratory judgments
- Duty to defend
- Non-parties at fault
- Indemnification and subrogation
- Umbrella and surplus insurance
- Owner’s liability statute-rental contracts
- Leased trucks
- Error and omissions of agents

DATE: Mondays, March 27 - June 26, 2006
TIME: 5:30 - 7:30 p.m.
LOCATION: Lawrence Technological University
FEE: $499

INSTRUCTOR: James L. Borin

Register today!

www.continuinged.ltu.edu
MICHAEL BERGER
Michael Berger has been an instructor at Lawrence Technological University since 1994. 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.

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.

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.
Instructor Biographies

ARTHUR E. JUDSON
A 40-year commercial insurance veteran, Art Judson has taught insurance at Lawrence Tech several times. A 1960 West Point graduate, Mr. Judson has earned a number of designations: CPCU®, ARM, CIC, AAI, AU, ASLI, API, AIC, and AIS. He is currently a board member of the Michigan Basic Property Insurance Association, secretary/treasurer of the Michigan Surplus Lines Association, treasurer of the Metro Detroit Insurance Association, and occasionally serves as an expert witness. For the past five years, Mr. Judson has been employed as the programs manager for Goss LLC, an original equipment automotive supplier specialty insurance agency.

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 Insurance Agent. He is currently the president of the Henrikson Hoppens 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 with a concentration on 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 BA and MA 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 at Lawrence.

DAN SOBCZYNSKI
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, API, 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. Mr. Sobczynski is a member of The Michigan Insurance Hall of Fame.

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DOUGLAS G. THOMPSON
Douglas G. Thompson is an assistant vice president at the American International Group. He holds CPCU®, ARM, and 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.

JOSEPH H. VARKULA II
Joseph H. Varkula II is on the regional casualty staff for AAA Michigan. His current areas of responsibility include medical cost containment, assigned claim plan claim processing and claim reinsurance and MCCA reimbursements. After graduation from Wayne State University, he obtained his CPCU®, CLU, ChFC, and ARM designations. He has worked in casualty and property insurance for over 35 years.

Seeking Instructors

We are seeking instructors to teach a number of our insurance courses for the Fall. If you have an insurance designation and would like to teach courses at Lawrence Tech University, please contact us at 248-204-4050 or via email at conedu@ltu.edu.
Testing Information

Lawrence Technological University is now a testing center. Register for your class and exam at the same time. Enjoy the convenience of testing at your class site.

To register for an exam at Lawrence Tech, follow this process

Step 1: Fill out the AICPCU/IIA testing application at www.aicpcu.org.

Step 2: Selecting testing window appropriate for you.

Step 3: Submit form and payment to the AICPCU/IIA.

Step 4: Call Lawrence Technological University at 248.204.4050 or visit our website at www.continuinged.ltu.edu to schedule your exam.

Step 5: Take your exam and relax.

There is a $25 onsite testing fee at Lawrence Technological University.

You can complete steps 1–5 by contacting Lawrence Technological University:

Phone: 248.204.4050
E-mail: Contedu@ltu.edu
Fax: 248.204.4017

Lawrence Tech testing fees: Register to take an exam at Lawrence Technological University when you register for your course and save. Call 248.204.4080 for details.

Cosponsors of the Insurance Studies Program
• The CPCU® Society’s Greater Detroit Chapter
• AICPCU and IIA

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

Phone: 610.644.2100 OR Toll Free: 800.644.2101
Fax: 610.640.9576 • Web: 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.

On-Site Customized Training

The Division of Continuing Education offers a variety of on-site insurance courses specialized for your company’s needs. Call us today to schedule your company’s next on-site training!
About Lawrence Technology 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. A broad array of program types are offered, including one-day seminars, half-day programs, week-long workshops, certificate programs, and corporate programs.

Lawrence Tech offers over 60 undergraduate, master’s, and doctoral programs in Colleges of Architecture and Design, Arts and Sciences, Engineering, and Management.

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.

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Program Fees - Program fees include attendance and participation in the selected program. No other materials or activities are included.
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 1/6/06

PLEASE NOTE: Program registration does not include course materials or examination fees.

REQUIRED: Please check one box and sign below.

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

NO ☐ I will not be taking this course for CE credits. I do not need CE credits.

Signature:______________________________________________________________________________________________

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 EMAIL: Contedu@ltu.edu

BY PHONE: 248.204.4050 or 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. Payment vouchers, purchase orders, checks, and MasterCard, Discover, and Visa credit cards are accepted.

Cancellation Policy

To withdraw from a class you must submit written notification to the Division of Continuing Education and Professional Development. 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 that do not meet minimum enrollment or for other good cause.
• Instructors may be substituted as deemed necessary.
Insurance Studies

Spring 2006

Register Now!