

Certified Professional Insurance Man (CPIM)
National Association of Insurance Women (International)



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| National NAIW Use Only | |
| Cand. # _____ | Assn # _____ |
| NAIW Join Date _____ | |
| Date Cert. _____ | |

Application Form *(Please type or print clearly.)*

Candidate Information *(Name to appear on certificate)*

Name _____

Mailing Address _____ (Daytime Phone #) _____

City _____ State _____ Zip _____

Employer _____

Local Association _____ Region _____

Education Requirements *Refer to the back of this form for a list of eligible programs. Indicate below your qualifying programs and completion dates.*

A. Non-NAIW Program _____ Completion Date _____
 If program was completed under a name other than your present name, please indicate such name. _____

Evidence of qualification – such as copy of final grade sheet, copy of certificate – must accompany application. If this is not available, it is the candidate's responsibility to contact the program's sponsoring organization and request a letter giving evidence and date of program completion.

B. NAIW Program _____ Completion Date _____
 If program was completed under a name other than your present name, please indicate such name. _____

Evidence of completion for NAIW programs, must accompany application. Only Certificates of Completion issued by NAIW National are accepted. State CE forms are not accepted. Completion of an NAIW program is required only of those members joining NAIW on or after July 1, 1994.

Business Requirement Number of years employment in insurance industry _____

Would you like a letter acknowledging your accomplishment sent to your employer? yes no

If yes, Please print or type employer's name, title and full address (Note: If there is no employer name and title, a letter will not be sent) _____

Membership Requirement Number of years membership in NAIW (International) _____

If a portion of this membership was held in an NAIW local association other than your present association, please indicate such association. _____

If a portion of this membership was held under a name other than your present name, please indicate such name. _____

Please send my certificate: Directly to me To my local association president

I hereby certify that the information provided on this application is true and correct.

Candidate's Signature _____ Date _____

If a special presentation of the certificate is planned and the certificate is to be mailed to other than the recipient, please complete the following:

Presentors name and mailing address: _____
 _____ (Daytime Phone #) _____

Date of Presentation _____

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| Please send the following: | 1. Completed, signed application | 3. \$25 matriculation fee (US Dollars) |
| | 2. Documentary evidence of completion of education requirements. | 4. Mail to: NAIW (International) Department 2214, Tulsa, OK 74182 |

CERTIFIED PROFESSIONAL INSURANCE MAN (CPIM) DESIGNATION

National Association of Insurance Women (International)



The Certified Professional Insurance Man (CPIM) designation was introduced in 1968 in direct support of NAIW's stated goal of "promoting personal and professional development." Attainment of the designation offers tangible evidence of high professional standards, a commitment to continuing education and an awareness of industry issues.

Application for the CPIM designation must be made on the official form available from NAIW Corporate Centre. The requirements are:

- ✓ **NAIW Membership.** Membership in NAIW for a minimum of two years for those joining before January 1, 1990, and three years for those joining on or after January 1, 1990.
- ✓ **Industry Employment.** Employment in the industry for a minimum of five years.
- ✓ **Educational Achievement.** Completion of the **two** following educational requirements:

1. One of the following NAIW educational programs (for those joining on or after July 1, 1994.)

Rules of the Road Underwriting for Non-Underwriters ABCs of Time Management
Leadership Development Mentors and Protégés How To Be A Best Seller Leadership Enhancement
Successful Negotiations Life Insurance for CSR's Cyber Crime - The Hidden Exclusion Leadership Savvy
1 Can Series (to consist of one 4 hour program and six of the 30 minutes programs) Advanced Communication Skills
Sales Proficiency and Relationship Knowledge (SPARK) – 12 hour program Local Association Leadership Training
Two 2 hr General Instructor Certifications/One 1 hr Instructor Certification ay one topic/One 1 hr Ethics (any combination equal to 6 hrs)

To qualify you must have any combination of these course to equal a minimum of 6 hours (with the exception of the SPARK). All programs must be conducted as a class and will not be accepted as self study, with the exception of Rules of the Road, How To Be A Best Seller and Underwriting for Non-Underwriters which are available as self study.

2. One of the following industry educational programs:

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| <p><i>From American Institute for CPCU: Chartered Property Casualty Underwriter</i> (CPCU)</p> <p><i>From Society of CLU: Chartered Life Underwriter (CLU)</i></p> <p><i>From Insurance Institute of Canada: Associate Rank (AIIC)</i></p> <p><i>From Life Underwriter Training Council: Fellowship (LUTCF)</i></p> <p><i>From Health Insurance Association of America: Group Life and Health Insurance Health Insurance Associate (HIA) Managed Healthcare Professional (MHP)</i></p> <p><i>From International Claims Association: Associate in Life and Health Claims (ALHC)</i></p> <p><i>From Society of Actuaries: Associate Rank</i></p> <p><i>From National Alliance: Certified Insurance Counselor (CIC) Certified Insurance Service Representative (CISR) Certified Risk Manager (CRM)</i></p> <p><i>From Casualty Actuarial Society: Associate Rank</i></p> <p><i>From Professional Liability Underwriting Society: Registered Professional Liability Underwriting</i> (RPLU)</p> <p><i>From Assn of Average Adjusters: Full Membership</i></p> <p><i>From Int'l Foundation of Employee Benefits Plans: All designations</i></p> <p><i>From National Association of FIC: Fraternal Insurance Counselor (FIC)</i></p> <p><i>From The American College: Registered Health Underwriter (RHU)</i></p> <p><i>From National Association of PIA: Certified Professional Service Representative</i> (CPSR)</p> <p><i>From Independent Insurance Agents of America: Accredited Customer Service Representative</i> (ACSR)</p> <p><i>From Insurance Brokers Association of Canada: Canadian Accredited Insurance Broker (CAIB)</i></p> <p><i>From Academy for Healthcare Management Fellow of Academy for Healthcare Management</i> (FAHM)</p> <p><i>From Central Insurance, Inc. Professional in Account Management (PIAM)</i></p> <p><i>From LOMA: All designations</i></p> | <p><i>From American Educational Institute:</i> Senior Claim Law Associate (SCLA) Casualty Claim Law Associate (CCLA) Property Claim Law Associate (PCLA) Workers' Compensation Claim Law Associate (WCLA) Fraud Claim Law Associate (FCLA) Fraud Claim Law Specialist (FCLS) Auto Claim Law Specialist (ACLS) Legal Principals Claims Specialist (LPCS) Casualty Claim Law Specialist (CCLS) Property Claims Law Specialist (PCLS) Workers' Compensation Claim Law Specialist (WCLS) Automobile Claims Law Associate (ACLA)</p> <p><i>From the Insurance Institute of America: Certification in General Insurance (INS 21, 22 & 23) Associate in Reinsurance (ARe) Associate in Fidelity and Surety Bonding (AFSB) Associate in Risk Management (ARM) Associate in Management (AIM) Associate in Insurance Accounting and Finance</i> (AIAF)</p> <p><i>Associate in Personal Lines (API) Associate in Insurance Services (AIS) Associate in Surplus Lines Insurance (ASLI) Associate in Claims (AIC) Associate in Loss Control Management (ALCM) Associate in Underwriting (AU) Associate in Premium Auditing (APA) Accredited Advisor in Insurance (AAI) Associate in Information Technology (AIT) Associate in Marine Insurance Management (AMIM) Associate in Research and Planning (ARP)</i></p> <p><i>From Society of State Filers: Certified State Filer (CSF)</i></p> <p><i>From Society of CPA's:: Certified Public Accountant (CPA)</i></p> <p><i>From The National Underwriter Commercial Lines Coverage Specialist (CLCS) Personal Lines Coverage Specialist (PLCS) Group Benefits Disability Specialist (GBDS) z</i></p> <p><i>From the Insurance Skills Center Agribusiness and Farm Insurance Specialist (AFIS)</i></p> |
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A \$25 matriculation fee must accompany each application. To apply, simply complete and return the application as instructed on the reverse side of this form and join thousands of others who know that belonging to NAIW is good business