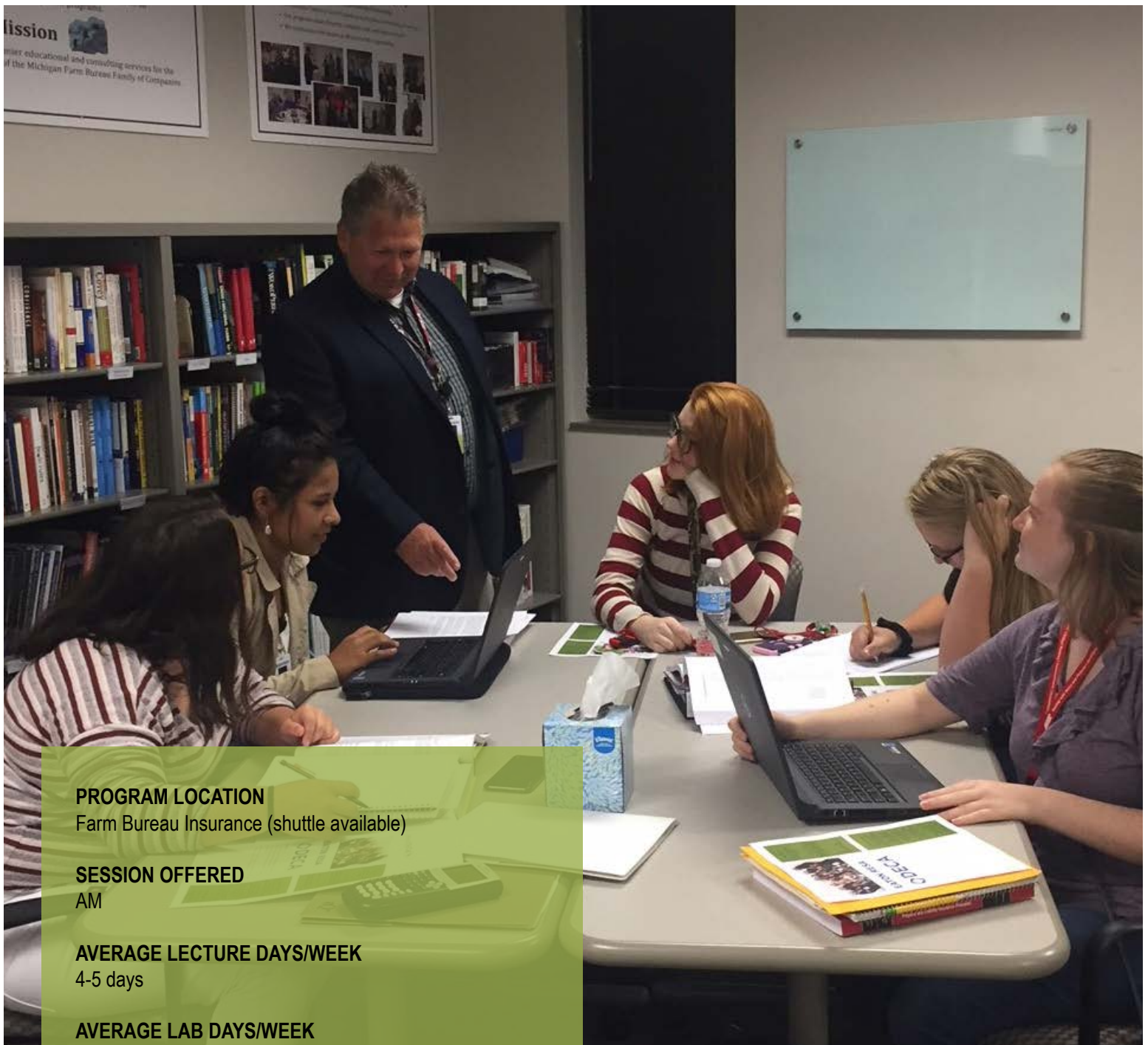


BUSINESS, MANAGEMENT, MARKETING AND TECHNOLOGY INSURANCE & RISK MANAGEMENT



PROGRAM LOCATION

Farm Bureau Insurance (shuttle available)

SESSION OFFERED

AM

AVERAGE LECTURE DAYS/WEEK

4-5 days

AVERAGE LAB DAYS/WEEK

2-3 days

HOMEWORK

Weekly

REQUIRED READING

College level textbooks, e-books and/or internet information
25+ pages/week

OLIVET
1844
COLLEGE

FBI
FARM BUREAU
INSURANCE®

**EXPLORE THE POSSIBILITIES.
FAST TRACK YOUR FUTURE.**

In this program, students will explore careers in the Insurance and Risk Management industry in a nationally recognized risk management program of Olivet College. Students will investigate the process of risk management and the field of insurance, including: social value, economic influence, loss exposures and protection, marketing, claims adjusting, underwriting, personal insurance, financial planning, and commercial insurance. Students will gain sales and industry networking experience. This program is highly recommended for students planning to pursue a career in Business or Finance. This program also prepares students to take three national exams administered by the Insurance Institute of America.

EXPECTED STUDENT OUTCOMES

- Explain the concepts of risk and insurance
- Describe the process of risk management
- Identify alternatives to insurance
- Describe the structure of the insurance market
- Demonstrate understanding of insurance regulation
- Show familiarity with significant operations of an insurance company
- Describe the structure of the insurance contract
- Describe and analyze provisions of commercial property, including business income, and general liability insurance contracts and apply them to loss situations
- Describe the coverage's provided under other commercial property and liability insurance contracts
- Demonstrate a knowledge of personal:
 - Insurance fundamentals and principles
 - Property and casualty insurance contracts
 - Financial planning fundamentals
 - Life and health insurance fundamentals
 - Retirement and estate planning fundamentals

CAREERS

Underwriter
Claims
Actuary
Marketing
IT
Accounting
Investment/Finance

MEDIAN WAGE

\$40,000 - \$120,000 annually

EMPLOYMENT OUTLOOK

Faster than average, 10% to 14%

CERTIFICATIONS

AINS Certification

SUCCESS INDICATORS

This program is highly recommended for students planning to pursue a career in Business or Finance.

STUDENT LEADERSHIP

Students have the opportunity for leadership, competition, and community service through membership in DECA.

9 COLLEGE CREDITS

IRM 221 - Principles of Insurance & Risk Management
IRM 322 - Personal Insurance
IRM 323 - Commercial Insurance

ACADEMIC RIGOR

3



ENROLL NOW!

CONTACT YOUR COUNSELOR OR CALL 517.483.9966

WWW.EATONRESA.ORG/CPC