




ANZIIF Executive Certificate in General Insurance Broking

ANZIIF's Executive Certificate in General Insurance Broking is designed for insurance broking professionals with four or more years' experience.

Enrol now

Visit www.anziif.com/ANZIIF-ECERT-GIIB to learn more, and email IIEA via training@iiea.co.ke to enrol.



-  Attain Senior Associate CIP Membership Level
-  Specialised Level
-  80 Credit Points

Each unit aims to develop specific technical, analytical and interpersonal knowledge and skills required to:

- Lead an insurance broking team
- Analyse and determine a customer's needs and risk profile to make recommendations for insurance solutions
- Negotiate the terms and conditions of a policy with the insurer on the customer's behalf

- Effectively manage and settle insurance claims on behalf of a customer
- Provide quality ongoing insurance broking services to customers.

Insurance professionals can focus on specific areas they wish to develop by taking units as standalone short courses – or, if desired, units can be combined to attain the full Executive Certificate in General Insurance Broking.

Course Structure

To be awarded this certificate, students must complete 80 Credit Points: 40 from any Specialised General Insurance Broking units (Compulsory units), and 40 from any Specialised units (Elective units).

Compulsory		Complete 40 Credit Points	
Assess risks	RM30002-20	AUD \$425	10 Credit Points
Manage changes to a broking client's insurance program	BR30002-20	AUD \$300	10 Credit Points
Prepare submissions for new insurance broking business	BR30003-20	AUD \$300	10 Credit Points
Manage complex risk portfolio for a broking client	BR30006-20	AUD \$425	10 Credit Points
Compliance requirements for brokers	BR30013-20	AUD \$425	10 Credit Points
Manage broking client claims	BR30014-20	AUD \$425	10 Credit Points
Business interruption loss adjustment	LA30007-20	AUD \$425	10 Credit Points
Evaluate collected information and report findings	LA30003-20	AUD \$425	10 Credit Points
Building loss adjustment	LA30009-20	AUD \$425	10 Credit Points
Theft, money and fidelity loss adjustment	LA30010-20	AUD \$425	10 Credit Points
Analyse the insurance market	GE30003-20	AUD \$425	10 Credit Points

Elective		Complete 40 Credit Points	
Undertake risk identification	RM30001-20	AUD \$425	10 Credit Points
Introduction to loss adjusting	LA30001-20	AUD \$425	10 Credit Points
Plan and implement loss investigation	LA30002-20	AUD \$425	10 Credit Points
Negotiate and affect settlement relating to loss situation, damage or injury	LA30005-20	AUD \$425	10 Credit Points
Liability loss adjustment	LA30008-20	AUD \$425	10 Credit Points
Construction loss adjustment	LA30011-20	AUD \$425	10 Credit Points
Inspect damage and develop scope of work	LA20001-20	AUD \$425	10 Credit Points
Settle life insurance claims	LI20008-20	AUD \$425	10 Credit Points
Manage non-routine and complex liability claims	CL30101-20	AUD \$425	10 Credit Points
Settle liability claims	CL30102-20	AUD \$425	10 Credit Points
Negotiate treaty reinsurance	RI30001-20	AUD \$425	10 Credit Points
Issue liability insurance contracts	UW30101-20	AUD \$425	10 Credit Points
Review a liability portfolio	UW30102-20	AUD \$425	10 Credit Points
Manage information for life insurance claims	LI20009-20	AUD \$425	10 Credit Points
Evaluate life insurance claims	LI20010-20	AUD \$425	10 Credit Points