

 SNL Knowledge Center

# Financial Training in the Insurance Sector

Course catalog



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# Specific knowledge for a unique industry

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The insurance industry is highly complex, with significant regulatory oversight, nuanced financial structures, and perpetual change. No doubt you've found generic training unsatisfactory.

That's why you'll appreciate the SNL Knowledge Center. We know first-hand the unique training and knowledge needed to work in or cover the insurance sector. As a result, every year thousands of professionals take advantage of our specialized programs, webinars and online resources.

You won't find a more relevant and timely source for meeting your professional development needs.

**Shawn Ryan, Director**  
SNL Knowledge Center

**Keith Enslow, Associate Director**  
SNL Knowledge Center

## Why SNL?

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- **Sector-specific insights:** You won't find just general finance theory here. Our courses provide case studies from the insurance sector to bring content to life.
- **Expert instructors:** Learn from highly accomplished industry experts who have faced the challenges you face. Your instructors are not just teachers — they're current and former insurance professionals.

- **Accredited:** All of our live programs qualify for continuing education credit hours from the National Association of State Boards of Accountancy (NASBA) and CFA Institute.
- **Experience:** More than 20,000 professionals have attended SNL Knowledge Center programs since our founding in 1998, from junior analysts to corporate executives.
- **Instant ROI:** Take a course with us and show up to work with a new level of expertise you can put to immediate use. You'll learn the most timely and effective solutions to make you more efficient in your role and to give you that competitive edge.

# About our instructors . . . . .

The most useful mentoring comes from people who have done the same work you are doing and have successfully faced the same challenges you face. That's why our public training seminars and our in-house programs are taught by highly-accomplished subject matter experts, with first-hand experience in the topic at hand.



**Michael E. Angelina, ACAS, MAAA, CERA**

**Executive Director, Academy of Risk Management & Insurance, Erivan K. Haub School of Business, Saint Joseph's University**

Mike joined Saint Joseph's University in April 2012 to lead the Risk Management and Insurance program within the Haub School of Business. Prior to joining Saint Joseph's, he was an executive officer with Bermuda based insurer and reinsurer, Endurance Specialty Holdings, Ltd., as Chief Risk Officer and Chief Actuary.

**Michael A. Cohen**

**Principal, Cohen Strategic Consulting**

With more than 30 years in the industry, Michael has worked as one of A.M. Best's senior rating officers, run diverse insurance businesses, led strategic planning and ERM efforts for several companies and served as assistant chief examiner at the New Jersey Department of Insurance.



**Jukka Lipponen, CFA**

**President, Independent Insurance Analysts LLC**

Jukka has more than 20 years of experience in insurance and financial services, including his present position as president of Independent Insurance Analysts. He was senior VP at Keefe, Bruyette & Woods, and president and managing director at The Townsend & Schupp Company.

**Kevin Oates**

**Instructor, SNL Knowledge Center**

A veteran of the industry, Kevin has held executive financial positions with holding companies, underwriters and reinsurers. Kevin has been teaching about insurance company finance for nearly 20 years, including stints at Queens College, Rutgers University, and the NY College of Insurance.



**William Wilt, CFA**

**President, Assured Research LLC**

Bill began his 20-plus-year career as an actuary at a reinsurer and then at a Big Four accounting firm. In addition, he was a senior analyst at Moody's, a lead equity analyst at Morgan Stanley, and he oversaw M&A and risk management at two insurers prior to forming his current firm, Assured Research.

# Executive Conferences



Get access to the industry's leading experts, insights to remain competitive and peer connections from across the country.

## SNL Insurance M&A Symposium

Join us for the SNL Insurance M&A Symposium, presented in collaboration with Debevoise & Plimpton LLP, the only conference of its kind in the insurance industry.

Last year's SNL Insurance M&A Symposium was an enormous success, featuring thoughtful commentary and informative panel discussions led by senior executives and professionals from across the industry. This year's Symposium will, once again, bring the sector's most influential executives together with the industry's top deal-makers to examine expectations and prospects for transactions in the sector.

We hope you'll join us for this insightful, content-rich program. The knowledge you'll gain from panel presentations and peer networking will inform your own perspective and can provide leverage to the potential of your strategic plans going forward.

**Learn More:** [www.snlcenter.com/IMA](http://www.snlcenter.com/IMA)

## Be an Event Sponsor

Get your brand in front of the industry's most highly sought-after executives and decision makers. Opportunities are limited at each event to provide high levels of exposure to our advertisers.

To reserve your spot now, please contact  
**Steve Kruskamp at**  
[skruskamp@snl.com](mailto:skruskamp@snl.com) or  
**(434) 951-7579.**

## SNL Insurance Brokerage Summit

Achieving growth – either organically or through acquisitions – is no small task as brokerages face challenges from an uneven economy, stubbornly soft premium rates, evolving carrier demands and competitors eager to lure away top-performing employees.

The SNL Insurance Brokerage Summit, presented in collaboration with MarshBerry, brings together top industry executives, advisors and analysts for an open and informed discussion of strategic planning, growth, and the outlook for M&A in the insurance distribution marketplace.

Our goal is to help you develop a clearer understanding of the current marketplace and where to anticipate potential growth. The networking opportunities are unparalleled, allowing you to mix freely with agency owners, strategic executives at carriers, financiers, and brokerage consultants.

**Learn More:** [www.snlcenter.com/Brokerage](http://www.snlcenter.com/Brokerage)

# Live Programs .....

## Life Insurance Learning Path

Life Statutory Accounting and Reporting **▶** Financial Analysis of Life Insurers **▶** Insurance Valuation or Insurance Company Credit Analysis  
**or** Life Accounting and Analysis

**or**

Insurance Enterprise Risk Management or Optimization of Insurance Company Ratings

## P&C Insurance Learning Path

P&C Statutory Accounting and Reporting **▶** Financial Analysis of P&C Insurers **▶** Loss Reserve Analysis or Insurance Valuation or Insurance Company Credit Analysis  
**or** P&C Accounting and Analysis

**or**

Insurance Enterprise Risk Management or Optimization of Insurance Company Ratings

## The SNL Certified Insurance Analyst Designation



Constant industry change and intense competition make it increasingly difficult for strategic finance professionals to differentiate themselves and stay ahead. As a provider of industry-leading insurance training, the SNL Knowledge Center is proud to offer the SNL Certified Insurance Analyst (SNL CIA) designation.

Those who complete both courses in our two-course series, Statutory Accounting and Reporting followed by our Financial Analysis course in either life or P&C (or one of our combo courses that covers both), will qualify to sit for the SNL CIA exam. Once passed, SNL CIAs will enjoy benefits such as: the SNL CIA designation on your resume, one year free membership to the SNL CIA Knowledge Community, discounts to future SNL Knowledge Center courses, and much more.

Look for the SNL CIA logo throughout the catalog, denoting eligible courses. For questions about becoming an SNL CIA, please contact us at 888-991-7786 or visit [www.snlcenter.com/CIA](http://www.snlcenter.com/CIA).

**BROWSE OUR INSURANCE CATALOG ONLINE AT [WWW.SNLCENTER.COM](http://WWW.SNLCENTER.COM)**

# Fundamentals of P&C Statutory Accounting and Reporting

A comprehensive foundational program on reading and understanding the statutory financial filings of P&C insurers. It is the essential first step toward financial analysis, credit analysis, auditing, or transaction valuation in the sector.

 Certified Insurance Analyst

**Learn More:**

[www.snlcenter.com/PSAR](http://www.snlcenter.com/PSAR)

# Fundamentals of Life Statutory Accounting and Reporting

A comprehensive foundational program on reading and understanding the statutory financial filings of life insurers. It's the essential first step towards financial analysis, credit analysis, auditing, or transaction valuation in the sector.

 Certified Insurance Analyst

**Learn More:**

[www.snlcenter.com/LSAR](http://www.snlcenter.com/LSAR)

# Financial Analysis of P&C Insurers

Financial Analysis of P&C Insurers hones the skills required to assess the financial performance of a property and casualty insurance company. Through the use of statutory accounting data and hands-on training, you'll come away equipped to understand the context and implications of the data you rely on daily.

 Certified Insurance Analyst

**Learn More:**

[www.snlcenter.com/FAPC](http://www.snlcenter.com/FAPC)

# Financial Analysis of Life Insurers

Financial Analysis of Life Insurers hones the skills required to assess the financial performance of a life insurance company. Through the use of statutory accounting data and hands-on training, you'll come away equipped to understand the context and implications of life insurer financial data.

 Certified Insurance Analyst

**Learn More:**

[www.snlcenter.com/FAL](http://www.snlcenter.com/FAL)

# Insurance Enterprise Risk Management

All too often, enterprise-level risk is looked at in isolation, creating a blinder effect that exposes an insurance company to greater risk than calculated by department heads, or even executive management. Whether you're the Chief Risk Officer of a small company, or a member of a large insurer's risk team, you'll learn how to best position ERM within your organization.

**Learn More:**

[www.snIcenter.com/IERM](http://www.snIcenter.com/IERM)

# Fundamentals of Insurance Company Credit Analysis

Over the course of two days, Fundamentals of Insurance Company Credit Analysis shows you how to evaluate an insurer's credit risk and financial stability through lectures, classroom exercises, analysis and case studies, so you can apply that analysis to your fixed income and equity decisions.

**Learn More:**

[www.snIcenter.com/ICA](http://www.snIcenter.com/ICA)

# Insurance Valuation

Insurance Valuation provides participants with the theoretical foundation and practical tools necessary to understand and overcome the particular challenges inherent in valuing insurance carriers.

Combining lectures, case studies and hands-on modeling, Insurance Valuation covers revenue streams, key measures of profitability and financial strength, and the variety of valuation techniques available in the sector, including market-based approaches, dividend discount and residual income modeling.

**Learn More:**

[www.snIcenter.com/insuranceval](http://www.snIcenter.com/insuranceval)

## Optimization of Insurance Company Ratings

This comprehensive, interactive course will help you master the tactics of successfully working with rating agencies, and provide valuable insights into optimizing your ratings. You will learn innovative techniques from rating agency expert, Michael A. Cohen.

### Learn More:

[www.snlcenter.com/IRC](http://www.snlcenter.com/IRC)

## Fundamentals of Loss Reserve Analysis

Through lectures, classroom exercises, analysis and case studies, you'll leave Fundamentals of Loss Reserve Analysis with the tools necessary to "square the triangle" and interpret the results. As important as what you will learn, we will also spend time discussing what you won't (or can't) know as a result of these analyses.

### Learn More:

[www.snlcenter.com/LRA](http://www.snlcenter.com/LRA)

## Combination Courses:

### P&C Accounting and Analysis

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### Life Accounting and Analysis

These seminars provide the essential concepts from our two-day Statutory Accounting and Financial Analysis courses in one concentrated program, and are separated to focus on the life and P&C sectors. They are ideal for those who need to read, understand, and analyze insurance industry statutory financial reports. A comprehensive approach will take you from insurance basics to high level financial analysis.

### Learn More:

[www.snlcenter.com/PCC](http://www.snlcenter.com/PCC)  
[www.snlcenter.com/LAA](http://www.snlcenter.com/LAA)



Certified Insurance Analyst

# Fundamentals of P&C Reinsurance

Fundamentals of P&C Reinsurance provides a comprehensive overview on the mechanics of the property and casualty reinsurance business, including the structures and types of contracts, their uses as a risk and financial management tool, and their impact upon insurance organizations.

## Learn More:

[www.snlcenter.com/PRE](http://www.snlcenter.com/PRE)

# P&C Reinsurance Accounting

P&C Reinsurance Accounting covers all property and casualty reinsurance transactional accounting techniques. Using actual contract clauses, the presentation covers basic accounts, adjustments, portfolios and aggregates. Risk transfer requirements, special treatments and program distributions are also covered.

## Learn More:

[www.snlcenter.com/PRA](http://www.snlcenter.com/PRA)

## Accreditation

All of our live programs, including webinars and in-house programs, qualify for continuing education credit hours from the National Association of State Boards of Accountancy (NASBA) and the CFA Institute. Complete details by program can be found online.

**Please note:** Dates, locations, agendas, and continuing education credits for our live events are subject to change. See our website for the most current information.



# Health Insurance Courses

The SNL Knowledge Center is pleased to offer health insurance courses in partnership with Millennium Consulting.

Check out our upcoming courses:

- **Health Care Claims Accounting and Reporting Workshops**  
[www.snlcenter.com/CAR](http://www.snlcenter.com/CAR)
- **Supplemental Health Care Exhibit Preparation and ACA Accounting & Reporting Workshop**  
[www.snlcenter.com/ACAAR](http://www.snlcenter.com/ACAAR)
- **Health Annual Statement Preparation LITE Seminar**  
[www.snlcenter.com/HASPLITE](http://www.snlcenter.com/HASPLITE)
- **Regulatory Update for Health Organizations Workshop**  
[www.snlcenter.com/REGUPDATE](http://www.snlcenter.com/REGUPDATE)
- **Introduction to Health Statutory Accounting and Reporting**  
[www.snlcenter.com/HSAR](http://www.snlcenter.com/HSAR)
- **Health Annual Statement Preparation Seminar**  
[www.snlcenter.com/HASP](http://www.snlcenter.com/HASP)
- **Health Risk-Based Capital Preparation Workshop**  
[www.snlcenter.com/RBC](http://www.snlcenter.com/RBC)

*To learn more about these programs, please call us at 888-991-7786*

## More Online Resources

**eLearning:** Self-paced, online courses and modules provide training in sector fundamentals.

**Webinars:** Live and recorded roundtable discussions and presentations featuring industry experts, regulatory agencies, and advisory firms.

**Expert white papers:** Timely commentary and analysis, sourced from dozens of trusted providers, carefully vetted to ensure relevance to your business.

**SNL Data Dispatches:** In-depth reports from SNL's industry analysts and experienced reporters, providing a comprehensive look at key issues in the insurance sector.

**Essential insurance reference documents:** Industry guides, glossaries and more – vital information for those new to the industry, or looking for a refresher on the basics

**Start exploring:**  
[www.snlcenter.com/Insurance](http://www.snlcenter.com/Insurance)

**Note:** Some content is available only to SNL subscribers. Not a subscriber yet? Get more information and a free demo: [www.snl.com](http://www.snl.com) or call (866) 296-3743.

# Corporate Solutions



The SNL Knowledge Center makes training your entire staff easy. Work with our Relationship Managers to customize a training program that is both time and cost-effective. Choose one of our corporate solutions options that's right for you:

**In-House Options:** The same top-ranked training solutions enjoyed by over 20,000 attendees nationwide can be customized with your development objectives in mind and presented at a date and location of your choosing.

**eLearning:** Created by industry-leading experts, these online courses are a great way to supplement existing training programs. Group discounts and enterprise-wide licenses are available.

**Group Discounts:** It's cheaper to bundle. If multiple members of your team want to take one of our public training courses, or attend a conference together, we can increase your savings with group discounts. Mix and match training options like live events and eLearning modules, and we can customize a learning plan for your team.

**To discuss your team's specific training needs,** please contact Relationship Manager Steve Kruskamp at [skruskamp@snl.com](mailto:skruskamp@snl.com). Or give him a call at (434) 951-7579. Our instructors are in demand, so act now to reserve the dates you prefer.



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**Browse our complete insurance catalog online at**  
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