

## FEES

	MEMBERS	NON-MEMBERS
Self-Study	\$550	\$720
Online Group Discussion	\$620	\$800
Five-Day Immersion (in-class)	\$900	\$1170
Textbook Only	\$220	\$220
Self-Study Course + Exam Only	\$330	\$500
Exam Re-Sit	\$135	\$175
Exam No-Show	\$150	\$190
Exam Transfer	\$75	\$100

## DATES

	TERM DATES	EXAM (9AM-12:30PM)
Winter Semester	February 4–April 26	May 1
Spring Re-Sit Exam	n/a	February 6
Summer Semester	June 3–July 26	August 7
Fall Re-Sit Exam	n/a	September 12
Fall Semester	September 9–November 29	December 4

	TORONTO DATES	EXAM (9AM-12:30PM)
CAIB 1 Immersion	January 24–27	January 28
CAIB 2 Immersion	February 21–24	February 25
CAIB 3 Immersion	April 25–28	April 29
CAIB 4 Immersion	May 23–26	May 27
CAIB 1 Immersion	July 18–21	July 22
CAIB 2 Immersion	August 22–25	August 26
CAIB 3 Immersion	September 26–29	September 30
CAIB 4 Immersion	November 14–December 17	November 18

# 2019

# CAIB

DESIGNATION

For more information on the CAIB designation, or to obtain a registration form, please visit our website or contact our office.

### WEBSITE

[www.ibao.org/education/caib](http://www.ibao.org/education/caib)

### EMAIL

[designations@ibao.on.ca](mailto:designations@ibao.on.ca)

### PHONE

416.488.7422 or 1.800.268.8845

### LOCATION

1 Eglinton Avenue East, Suite 700  
Toronto, Ontario M4P 3A1

## CANADIAN ACCREDITED INSURANCE BROKER (CAIB)

Increase your business competence, confidence and credibility as an insurance professional with the Canadian Accredited Insurance Broker (CAIB) program. This four-part national program provides an in-depth look at technical coverage and business management strategies within Personal + Commercial lines. Each of the four modules culminates in a national exam and can be taken in any order. Upon successful completion, candidates are awarded the nationally recognized professional designation.

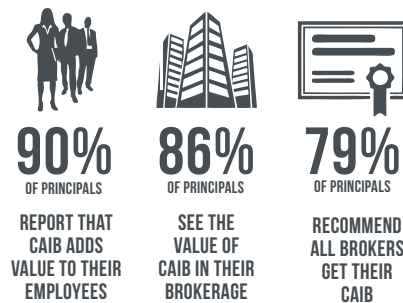
CAIB is a credential that sends a bright signal to your brokerage, your clients and the broker community. It increases leadership potential and provides a powerful, lifelong network. The program was developed specifically for insurance brokers with the input and expertise of brokers across Canada. Brokers immediately benefit from enhanced technical knowledge and business competency.

Use of the designation is restricted to licensed Property + Casualty IBAO Member Brokers. Non-members can take CAIB - a certificate of completion is issued upon graduation, but an association member fee is required to carry the designation. CAIB grads qualify for an exemption from the RIBO Level II unrestricted technical exam, and are eligible for credits towards other industry designations.

## QUICK FACTS

### CAIB GRADUATES:

- Gain an in-depth understanding of property + casualty insurance
- Qualify for an exemption from the RIBO Level II unrestricted technical exam
- Are eligible for credits towards other industry specific designations



Source: Infofeedback, 2016

## CAIB 1

### GENERAL INSURANCE (5 MANAGEMENT + 16 TECHNICAL HOURS)

- Introduction to General Insurance
- Habitational Insurance
- Personal Liability Insurance
- Farm Insurance
- Basic Personal Auto Insurance
- Building Professionalism – Emphasis on Service
- Travel Insurance

## CAIB 2

### COMMERCIAL INSURANCE (16 TECHNICAL HOURS)

- Introduction to Commercial Property
- Commercial Property Insurance – Policy Forms
- Commercial Property Insurance – Additional Coverage Forms
- Commercial Property Insurance – Miscellaneous Property Forms
- Crime Insurance
- Business Interruption Insurance

## CAIB 3

### COMMERCIAL INSURANCE LIABILITY (16 TECHNICAL HOURS)

- Commercial General Liability – A Legal Perspective
- Commercial General Liability Insurance Policy
- Commercial Automobile Exposure
- Ocean Marine + Aviation Insurance
- Surety Bonds
- Risk Management

## CAIB 4

### BROKERAGE MANAGEMENT (20 MANAGEMENT HOURS)

- Strategic Planning
- Organizational Behaviour
- Human Resource Management
- Leadership Management
- Broker/Insurance Company Relations
- Marketing + Communications
- Building Long-Term Relationships
- Technology
- Financial Management

## FORMATS

Modules can be taken in any order; all formats include the exam.

### SELF-STUDY

This format is designed for brokers who prefer to set their own pace and guide their own studies. Students have access to an advisor and online resources. The exam takes place the week after the semester ends; location details are provided one week prior. Indicate your preference on exam location and we'll arrange the closest location available.

### ONLINE GROUP DISCUSSION

This format emphasizes active participation within a virtual classroom. It's a forum to share ideas. An experienced broker guides the group through 1–2 hour weekly discussions held in the evening via webinar. The exam takes place the week after the semester ends; location details are provided one week prior. Indicate your preference on exam location and we'll arrange the closest location available. Minimum of six registrants required. Recommended for individuals who benefit from group learning.

### IMMERSION

This format is an instructor-led, 5-day intensive course with hands-on exercises, group discussion and practical application. Immersion courses allow you to complete your designation in under a year. The exam is written on the final day of the course; individuals aren't permitted to change exam dates/write elsewhere. Requests to run Immersion programs outside Toronto are considered for groups of 10+ people. Recommended for individuals wanting to focus on their studies without work or personal distractions.

### TORONTO IMMERSION FACILITATOR

Chris Coniglio, BA, CAIB, CIP – VP, Commercial Insurance, Breckles Insurance Brokers