



# Real Estate – Certified Insurance Professional

## *Frequently Asked Questions*

### **What is the purpose and objective of the RCIP Program?**

The Real Estate – Certified Insurance Professional (RCIP) program - developed by Insurance Partners Academy - allows agents, brokers, underwriters, risk managers and insurance buyers to gain specialized knowledge in managing and insuring real estate risks. The designation was designed to increase the expertise and competence of individuals who sell, underwrite or purchase insurance for real estate accounts. The RCIP certification establishes credibility and a commitment to staying abreast of this complex and constantly changing insurance specialty.

The purpose of the course is to provide instruction on how to insure the simplest to the most complex real estate accounts. Coverage discussions - including policy wording nuances - will be outlined in detail. In addition, common service issue solutions will be discussed as well as how to manage the inevitable losses associated with difficult and challenging property exposures.

### **How much experience do I need to take the class?**

Whether you have been working with real estate accounts for many years or just started, this class will increase your knowledge and provide practical applications to use right away. There are no prerequisites for this course, nor any advance preparation.

### **Who should attend this program?**

Agents, brokers, underwriters, account managers, CSR, account executives, risk managers, insurance buyers, wholesalers and others benefit from the program.

### **What is the cost of the program and what does it include?**

The cost is \$795 per person. It includes:

- Instruction
- Binder and Jump Drive materials, examples and templates.
- Filing of CE credits
- Lunch
- Venue Costs
- Certificate suitable for framing
- Exam preparation

**How do I register?**

Register on-line at <http://www.insurancepartnersacademy.com/certification-programs/>

The registration link will forward you to payment screens via Paypal, so all forms of payment used for PayPal is acceptable.

**Am I able to use the Insurance Partners Academy logo and place RCIP after my name?**

Yes, this program was designed to give recognition to a serious study and showcase the time and effort you have committed to becoming a real estate insurance expert.

**Is there an exam?**

Final passing of the course requires full attendance, participation in the course activities and successful completion of a case study within four weeks of completing the course. You will receive your certificate after submission of the case study. Any case studies received past the due date provided will not be accepted.

**What is required to maintain my certification?**

There is no recertification required at this time, however, several courses and studies will be strongly recommended to deepen your knowledge and skill level in the real estate space.

**Can I just do the case study without attending class?**

No. The interaction and discussion with colleagues is an important part to understanding the whole picture. Any case studies received past the due date provided will not be accepted.

**Can I purchase the course material without taking the class?**

No. The materials are designed to use in the class. They do not have the same value as a stand alone product.

**Can I just come for part of the program?**

The course is designed to be taken in order. The various components are interactive, dynamic and reciprocal. Understanding one aspect has impact on the others making the learning experience more valuable.

**Can I leave early on the last day?**

Yes, but you will not receive CE credits. The CE credits are filed for the entire class as one. You must be there for the entire class to receive CE credits.

**Is the course filed for Continuing Education credits?** Yes, See Below

Insurance Licensing:

We are approved for 15 credits in New York; 16 credits in Missouri; 20 credits in Arizona, Colorado, Connecticut, Florida, Georgia, Indiana, Maryland, Michigan, Minnesota, New Jersey, North Carolina, Ohio, Pennsylvania, South Carolina, Tennessee, Texas, West Virginia, and Virginia; 23 credits in Kentucky. We will file in other requested states if we adequate time to complete the filings.

NASBA (National Association of State Boards of Accountancy):

We are approved with the NASBA under the Management Advisory Services – Risk Management field of study for 25.5 credits. Many buyers of insurance are C.P.A.s and are required to obtain a significant amount of credits to maintain their C.P.A. status. We are approved nationally for 25.5 C.P.A. credits.

**Is this a “National course”?**

Yes, certain general principles apply universally; however, we address many state specific issues. We will emphasize the issues relative to the states represented in the class.

**What is the dress for the class?**

Dress Comfortable. Many dress in business casual, however, jeans are acceptable.

**What else should I know about the program?**

- Overnight accommodations are not included in the seminar fee.
- Continental breakfast and lunch are included in the course fee.

**What if something comes up and I am unable to attend; will I receive my money back?**

- 31 days or more prior to seminar: full refund
- Less than 30 days: \$200 cancellation fee
- Failure to attend without canceling: no refund

**What if the class does not meet minimum enrollment?**

Insurance Partners Academy will issue a full refund for the registration fee if we have to cancel the class due to not meeting the minimum enrollment.

**Cancellation Notice**

Insurance Partners Academy reserves the right to cancel programs when minimum enrollment is not met for conditions beyond its control. Any additional costs incurred by the enrollee of cancelled program are the responsibility of the enrollee.