

# Take advantage of your Cornerstone benefits

## Chubb Agency Education | Online Learning Center

Cornerstone level agents have access to our complete catalog of more than 100 interactive courses. Online courses are free of charge and can be taken at your convenience.

### Online Learning Center Course Catalog

#### **Introduction to the Insurance Industry**

- Introduction to the Insurance Industry
- Introduction to Property & Casualty Insurance
- Insurance Distribution Channels
- Introduction to Risk Management
- Introduction to Risk Transfer and Policy Design
- Introduction to Underwriting and Pricing Principles
- Introduction to COPE

#### **Introduction to Personal Insurance\***

- Homeowners Insurance Property Core Principles
- Homeowners Insurance Liability Core Principles
- Insurance to Value
- HO-3 ISO 2011
- HO-4 ISO 2011
- HO-6 ISO 2011
- HO-3 ISO 2022
- Renter's Coverage HO-4 and HO-14 2022
- HO-6 ISO 2022
- Homeowners Coverage Form Changes 2022
- Personal Insurance - Dwelling Coverage
- 2000 ISO Homeowners Policy Form
- Introduction to the Personal Liability Umbrella Policy
- Introduction to the Personal Articles Floater - Inland Marine Policy
- Introduction to Personal Watercraft Insurance
- Underwriting and Potential Catastrophes
- The Homeowners Personal Lines Reinforcement Game
- Interior Home Construction Features
- Exterior Home Constructions Features
- Introduction to Excess and Surplus Lines Insurance
- Admitted Versus Non-Admitted Products and Services
- Personal Auto Insurance
- The Personal Lines Coverage Challenge

#### **Commercial Lines Coverage Basics**

- Introduction to Property Insurance: Core Principles
- Introduction to Property Insurance: Coverages
- Introduction to Property Insurance: Limit Determination
- Introduction to Property Insurance: Risk Management
- Introduction to Business Income
- Introduction to Property Rating
- Introduction to Casualty Insurance: Core Principles
- Introduction to Casualty Insurance: Coverages
- Introduction to Casualty Insurance: Products-Completed Operations Hazard
- Introduction to Casualty Insurance: Exclusions
- Owners and Contractors Protective Liability
- Introduction to Additional Insured
- Overview of Certificate of Insurance
- Introduction to Workers Compensation Insurance: Core Principles
- Introduction to Workers Compensation Insurance: Coverages
- Introduction to Workers Compensation Insurance: Classifications
- Introduction to Workers Compensation Insurance: Risk Management
- Introduction to Commercial Auto Insurance: Coverages
- Introduction to Commercial Auto Insurance: Declarations, Classification and Rating
- Introduction to Garage Coverages
- Introduction to the Commercial Liability Umbrella Policy
- The Commercial Liability Umbrella Policy: Maintenance of Underlying Insurance
- Introduction to BOP Property Coverages
- Introduction to Businessowners Liability Coverages
- The Commercial Lines Coverage Challenge

## Employee Benefits Basics\*

- Introduction to Insurance: Employee Benefits
- Group Employee Benefits: Insurance Basics
- Employee Benefits Basics: Legal Essentials Overview
- Employee Benefits Basics: The Employee Benefits Broker
- Employee Benefits: Healthcare and Group Benefit Plans
- Employee Benefits: Medical Plans and Concepts
- Employee Benefits: Affordable Care Act
- Employee Benefits: Understanding Plan Documents
- Employee Benefits: Flexible Spending Accounts
- Employee Benefits: Health Savings Accounts
- Employee Benefits: Health Reimbursement Arrangements
- Employee Benefits: Tax Advantage Plans
- Introduction to Prescription Drug Plans
- Group Healthcare Funding and Concepts
- Employee Benefits: Wellness and Disease Management
- Overview of Medicare and Medicaid
- Ancillary Benefits Overview
- Vision Insurance Basics
- Dental Insurance Basics
- Life Plan Basics
- Long-Term Care Insurance
- Disability Plan Basics

## Personal Lines Onboarding

- Personal Lines: Why Chubb?
- Our Core Products: Home, Condo and Co-op Coverage
- Our Core Products: Personal Passenger Auto & Classic Car Insurance
- Our Core Products: Valuable Articles Coverage
- Our Core Products: Personal Excess Liability and Employment Practices Liability Insurance
- Our Core Products: Recreational Marine Insurance
- Our Core Products: Farm & Ranch Insurance
- Personal Lines: Quoting with Chubb
- Chubb Agent Portal
- Do you have any questions about what you've learned so far? Ask the Expert
- Personal Risk Consulting Services
- Personal Lines Services: Home Assessment Service
- Personal Lines Services: Wildfire Defense Services
- Personal Lines Services: Chubb Property Manager Service
- Personal Lines Services: Water Damage Prevention
- Claims Services

## Business Skills\*

- Introduction to Errors & Omissions
- Errors & Omissions: What Can You Do?
- Do You Know Your E&O's
- Customer Management: Anticipating Needs
- Customer Management: Balancing Priorities
- Introduction to Relationship Management
- Building Trust and Managing Conflict
- Verbal Communication Skills: Effective Communication
- Verbal Communication Skills: Building Rapport
- Business Writing 101
- Business Writing 201
- Personal Time Management
- Introduction to Negotiation Skills
- Negotiating Steps and Building Credibility
- Powerful & Persuasive Communication Skills
- Fine Tune Your Elevator Pitch
- Sales Basics - Uncovering Customer's Needs

## Commercial Lines Onboarding

- Commercial Lines: Why Chubb?
- Our Industry Practices: Professional Services Industry Practice
- Our Industry Practices: Financial Institutions Industry Practice
- Our Industry Practices: Technology Industry Practice
- Our Industry Practices: Life Sciences Industry Practice
- Our Industry Practices: Manufacturing Industry Practice
- Small Business Insurance
- Our Core Products: Benchmark Package Product
- Our Core Products: The ForeFront Portfolio
- Our Core Products: Cyber Insurance
- Do you have any questions about what you've learned so far? Ask the Expert
- Accident & Health Insurance
- Commercial Lines: Quoting with Chubb
- Chubb Agent Portal
- Claims Services
- Risk Engineering Services

**\*Cornerstone Exclusive Offering**

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