

# Agency Education | Online Learning Center On-Demand Course Catalog

Chubb Cornerstone partners have exclusive access to an expanded library of on-demand courses. Learn more about how to access the Cornerstone OLC library at <https://www.chubbeducation.com/cornerstone>.

CHUBB

Chubb  
**Cornerstone**  
Producer



## 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

## 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

## **...Introduction to Personal Insurance\*** *(continued from page 1)*

- 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

## **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

## **\*Cornerstone Exclusive Categories**

## **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

## **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

## **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

## **...Commercial Lines Coverage Basics** *(continued)*

- 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

## Chubb Commercial Lines Electives

- Commercial Property Insurance
- Employment Practices Liability Insurance
- Crime Insurance
- Professional Liability Insurance
- Fiduciary Liability Insurance
- General Liability Insurance
- Chubb Multinational: P&C Insurance for International Trip Travel and Overseas Sales
- Chubb Multinational: P&C Insurance for U.S.-Based Companies with Overseas Locations

## 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

## Chubb Personal Lines Electives

- Chubb Flood Insurance
- Personal Cyber Protection
- Travel 365 Leisure Travel Plans
- Masterpiece® Equipment Breakdown Coverage

