

AIG Multinational Training Curriculum

Frequently Asked Questions

Q What are the benefits of this training curriculum?

Our goal is to offer a comprehensive training curriculum to our clients and broker partners to help build knowledge of multinational risks and the ever-changing complexities of global insurance programs, drive stronger client servicing, and help identify new opportunities. We hope it will not only enrich your knowledge of Multinational concepts, but also help to establish a common understanding of terminology and timelines to improve efficiencies and to help reduce rework. And of course, completing our courses will enable you to receive Continuing Professional Development (CPD) credits/hours.¹

Q What are the different types of courses that are available as part of this curriculum?

The “Navigating Multinational Risks” curriculum offers three (3) different courses that allow the learner to progress their understanding of Multinational insurance and program design. The **Multinational Insurance Fundamentals (Foundational) course** introduces the basics of Multinational insurance. The **Controlled Master Program (CMP) Essentials (Intermediate) course** delves deeper into the CMP lifecycle and program design challenges. The **Understanding Complex Multinational Risks (Advanced) course** provides in-depth training on captives and fronting, with a strong focus on exploring practical case studies. The Advanced course will have a modular roll-out, with Module 1 (“Introduction to Captives and Captive Fronting”) available now.

While the Foundational and Intermediate courses can be completed online – self-paced – at any time, the Advanced course is designed for a live/virtual delivery.

For your reference, the learning objectives for each course are listed below.

After completing the Introducing Multinational Fundamentals (Foundational) course, you should be able to:

- Define and explain what a multinational company is.
- Track the expansion of multinational business (market overview).
- Identify the need for multinational insurance solutions around the world.
- Summarize what insurable multinational risks are.
- Explain typical multinational company risks.
- Define multinational insurance alternatives:
 - Local Policies
 - Global Policies
 - Controlled Master Programs (CMPs)
- List the key features and benefits of each of the alternatives.
- Describe multinational insurance options available to protect worldwide operations.
- Identify potential obstacles to consider while choosing a multinational insurance program.
- List considerations when choosing the right multinational insurance partner.

After completing the Controlled Master Program Essentials (Intermediate) course, you should be able to:

- Become familiar with the options available to insure risks around the globe.
- Explore key design features of Controlled Master Programs (CMPs), including the use of:
 - Difference in Conditions (DIC) and Difference in Limits (DIL)
 - Financial Interest Clause (FIC)
- Learn more about the importance of compliance in executing CMPs
- Discover the CMP value for clients and brokers.
- Learn how to apply the three main principles of program management:
 - Standardization
 - Alignment
 - Communication
- Explore the roles and responsibilities of each key stakeholder in a CMP.
- Find out more about the CMP lifecycle and the principles of program management.
- Learn more about the activities in each step of the three main phases of designing a CMP:
 - Before inception
 - At inception
 - After inception
- Find out more about how claims in a CMP are:
 - Handled
 - Reported
 - Settled
- Explore the requirements to consider when designing and executing a CMP.
- Learn more about different challenges that can impact the development and implementation of the CMP.

After completing the Introduction to Captives and Captive Fronting (Advanced – Module 1) course, you should be able to:

- Explain what a captive insurance company is and the different types of captives
- Clearly articulate the benefits and challenges that should be considered when forming a captive
- Explain what a front is and why one is needed
- Describe the roles and responsibilities of the client, broker, insurer, and captive when fronting business to a captive
- Describe the different captive program structures and the value they create for clients

Q Do I need to complete the Foundational course before launching the Intermediate?

No. We welcome you to take one or both courses, in any order, depending on your familiarity with the subject. We also recommend that learners complete both courses (or have knowledge of the subjects) prior to attending the Advanced training.

Q How do I launch the course(s)?

Visit aig.com/multinational to register for the training. Upon submitting your registration details, you will be taken to the learning portal landing page. Simply click on your region to access the courses and instructions about receiving the Continuing Professional Development credits/hours. Select the course you'd like to take and launch the training.

Q Is this training only available online? Can I attend a virtual / in-person session?

The Foundational and Intermediate courses are available online to be completed, self-paced, at any time. The Advanced course is designed for a live/virtual delivery. Please reach out to your local AIG Broker Engagement Leader for more information about the availability of in-person or virtual sessions (of any course) offered in your region.

Q Are the courses available in my local language?

At present, the courses are offered in English. We are exploring the possibility of offering translated courses in the future. Please also ask your regional AIG Broker Engagement Leader about the availability of live/virtual options delivered in your local language.

Q Will there be additional courses added to the curriculum?

Yes. We plan to offer additional modules of the Advanced curriculum, to include a deeper focus on captives, captive market trends, captive reinsurance and much more. Please stay tuned for further details.

Q Can I receive Continuing Education (Continuing Professional Development) credits/hours for completing this training? What if I am licensed in more than one U.S.-state / location?

Yes. We are pleased to say that each course has been granted accredited status in select locations.¹ To redeem credits/hours for your location(s), please follow the instructions on the regional pages of the course learning portal.

Q Do I need to complete an exam to receive credits/hours for the course(s)? Will I receive a Certificate of Completion upon finishing the training?

Yes. Each course offers the option of a final assessment for those that wish to submit the results to obtain Continuing Professional Development credits/hours. The exam structure follows the prescribed regional guidelines and can be launched for your specific region after all four modules of the training have been completed. Each learner is allowed three (3) attempts to pass; upon a successful completion of the exam, you will be given the option to generate a Certificate of Completion indicating the course name, location and passing score. Please follow the instructions for properly submitting the course details to obtain the Continuing Professional Development credits/hours for your region.

Q Where can I find additional details about this training?

For additional details about our course offerings and virtual sessions, as well as links to our promotional materials, we welcome you to explore our [website](#) and visit our social media channels for updates. If you have any questions or feedback, please reach out to your regional AIG Broker Engagement Leader, refer to the contacts provided in the regional pages of the training platform, or submit your comments to multinational@aig.com

- 1** Each course has been granted Continuing Education (Continuing Professional Development) credits/hours in the following locations: Australia, Belgium, Canada (Alberta, BC, Ontario, Quebec), Germany (webinar/classroom delivery only), Ireland, UK, U.S. (California, Connecticut (excluding Multinational Insurance Fundamentals online/self-paced course), District of Columbia, Florida, Georgia, Illinois, Massachusetts, New Jersey, New York, Ohio, Pennsylvania, Texas, Washington). The Chartered Insurance Institute (CII) accreditation status for the UK demonstrates the quality of the learning of the Navigating Multinational Risks courses and confirms that they meet CII member CPD scheme requirements.

