INSURANCE FAST-TRACK, CERTIFICATE OF COMPLETION

Non-Pell Eligible (Students may not use Pell funding for this certificate. Grants may be available. See your advisor.)

Curriculum Code #C001

Effective May 2024

The insurance certificate certificate of completion will provide participants with the knowledge and skills needed to work in a growing and ever-changing field and to effectively deal with the public as customers. Insurance positions are found in Insurance Agencies (Both Direct Writers & Independent), Insurance Companies (Stock & Mutual) and Independent Contractors that serve the insurance industry Claims, Loss Control, Restoration). Completion of this short-term technical certificate may be applied to fulfill partial requirements in a variety of majors for the associate of applied business degree.

Code	Title	Hours
SEMESTER CURRICULUM		
BADM 211	BUSINESS COMMUNICATIONS [1]	3
FNCE 121	PRINCIPLES OF INSURANCE	3
MKRG 247	SERVICES MARKETING [1]	3
or MKRG 113	PRINCIPLES OF SELLING	
Total Hours		**9**

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Students who are pursuing this certificate will have the prerequisite for this course waived.

Note: Lorain County Community College is approved to provide the Property and Casualty Distance Learning pre-licensing courses for Ohio candidates. Students successfully completing FNCE 121 are qualified to take the exam to earn the Property and Casualty license.

Program Contact(s):

Gerald McFadden
440-366-7473
gmcfadden@lorainccc.edu

For information about admissions, enrollment, transfer, graduation and other general questions, please contact your advising team (https://www.lorainccc.edu/admissions-and-enrollment/advising-and-counseling/).

Credit for Prior Learning (PLA) options may be available for your program. For more information, please visit our website: www.lorainccc.edu/PLA (http://www.lorainccc.edu/PLA/)

Program Learning Outcomes

1. Recognize the components of quality, professional and ethical customer service delivery required in an entry-level position
2. Communicate effectively with a diverse group of stakeholders using verbal, written and digital methods
3. Apply insurance principles and practices to determine acceptable levels of risk in the State of Ohio