

Canadian Managing General Agent

**EXPAND YOUR EXPERTISE.
BUILD YOUR BRAND.
CREATE YOUR CAREER.**



Acquire the skills and knowledge to excel in the MGA insurance marketplace with the new Canadian Managing General Agent (CMGA) program.

Complete all three courses and pass a comprehensive exam to earn your CMGA (Canadian Managing General Agent) designation.

Program Overview

COMMERCIAL INSURANCE ESSENTIALS *

In the program's introductory course you will identify, define, and explain the essentials of commercial insurance. You will review contextual factors, key stakeholders, and the central elements of crafting commercial solutions. These concepts are illustrated through descriptions and scenario-based case studies. Additionally, you will develop the skills to reduce pain points in the insuring process and to collaborate with insurance professionals.

FUNDAMENTALS OF MANAGING GENERAL AGENTS & DELEGATED AUTHORITY

An introduction to the unique role of Managing General Agents (MGAs). In this course you will develop an in-depth understanding of how MGAs differ from traditional brokers/agents and insurers by analyzing how MGAs define and serve a market segment, and how they play a key role in the p&c industry both domestically and internationally. In addition, you will examine the subtleties of delegated underwriting authority from the perspective of all participants, and learn about the effective establishment, management, and development of an MGA.

APPLIED MGA PRACTICES

In the third course of the CMGA program, you will examine several key principles that will round out your understanding of what is required to establish an MGA program, along with areas of responsibility such as errors and omissions and underwriting. A problem-based scenario will be used throughout several weeks of the course to provide you with an opportunity to apply key concepts to address challenges that can arise when establishing and operating an MGA.

* If you have completed CIP course C70: Gateway to Commercial Insurance or B210: Commercial Insurance Essentials (as part of the Commercial Insurance Certificate Program), you do not need to complete this course.

Tools & Knowledge you need



PRACTICAL EXPERIENCE

Focus on scenario-based learning approach.



DEVELOP SKILLS

Acquire the skills and competencies necessary to craft MGA solutions.



GAIN UNDERSTANDING

Knowledge for today's MGA insurance landscape.

Who should take the Canadian Managing General Agent program?

-  Professionals working in the MGA space who want to further their training and acquire a formal credential.†
-  Insurance professionals with a passion for entrepreneurship.
-  Underwriters who want a role that is challenging, fast-paced, and evolving.

Participants should have: Either 2 years' experience as an insurance industry professional (broker, agent, underwriter, analyst) or completed (at a minimum) either C81 and C82 (GIE) or C11.

† Successfully complete all three courses to earn your MGA Certificate. To earn your CMGA designation, you must also pass a comprehensive exam at the end of the program.