

ACADEMY OF LIFE UNDERWRITING EDUCATION PROGRAM

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ACADEMY OF LIFE UNDERWRITING EDUCATION PROGRAM

PURPOSE

To provide a study program specifically for professional home office life underwriters. The program will enable candidates to increase their knowledge, improve skills and obtain appropriate recognition for their accomplishment. In addition to classifying risks according to factors such as medical history, occupation, etc., it is also part of the underwriting function to work cooperatively with the actuarial, legal, and administrative departments of a company and its field representatives and the public. This education program, therefore, includes courses from the LOMA and CLU programs to prepare underwriters for this broad role.

SPONSORSHIP

The Academy of Life Underwriting is sponsored by the Association of Home Office Underwriters and the Canadian Institute of Underwriters.



QUICK REFERENCE

Description of Exams

Each examination contains questions which have a total value of 100 points. The value of individual questions is clearly indicated. The time allowed for each examination is three hours. All questions for Exam One and Exam Two are based upon material listed in the reading syllabus, and for Exam Three the questions are based on the syllabus and upon information which a professional underwriter might reasonably be expected to know. Exams One, Two and Three are made up entirely of multiple choice questions.

The date for the Academy of Life Underwriting Examinations One, Two and Three is Tuesday April 15, 2003 from 9:00 am to 12:00 noon.

Study Material

The reading syllabus for ALU Examinations One, Two, and Three is listed in the sections describing each exam. The ALU articles have been consolidated for each examination into a single textbook. These ALU textbooks and the Human Body book (for Exam One only) are ordered by using the yellow order form in center of this booklet. Students are encouraged to **order books early**.

A sample of exam questions will be included with the student's registration conformation.

The Academy of Life Underwriting does not make prior examinations available as study aids.

The curricula and study aids for CLU and LOMA and Canadian CLU/CFP must be obtained from the sponsoring organizations (see p.20).

QUICK REFERENCE

Components of the FALU Program 2002-2003

Level One Certificate

ALU Exam One
LOMA FLMI 280
LOMA FLMI 290
LOMA FLMI 310 (or 315)

Level Two Associate Diploma (AALU)

ALU Exam Two
LOMA FLMI 320
LOMA FLMI 330
CLU HS 321 (or Canadian CLU 326)
CLU HS 331 (or Canadian CLU 328)

Level Three Fellowship Diploma (FALU)

ALU Exam Three
LOMA FLMI 371
CLU HS 330 (or Canadian CFP 205)
-OR-
Project Paper

QUICK REFERENCE

How to Enroll for Exams

Use BLUE Application for Examination in centerfold; photocopies of the form can be used for additional students.

Check prerequisites for enrollment at the top of the form.

Complete application in full; be sure to identify the proctor at your company and complete the proctor section.

Submit Application with exam fee (US funds) to address shown on application form.

Textbooks are not included in the exam enrollment fee, but the cost of texts can be combined with the enrollment fee on the same check.

How to Order Textbooks

Use YELLOW Exam Textbook Order form in centerfold; photocopies of the form can be used for additional students.

Orders may be combined on one form if shipped to one person. For shipment to different people, use separate forms.

Textbooks may be ordered without enrolling for an ALU exam.

Textbooks are not included in the exam enrollment fee, but the cost of texts can be combined with the enrollment fee on the same check.

Submit Textbook Order Form along with payment to address shown on the form.

How to Enroll for FALU Paper

Use GREEN Application for FALU Paper in centerfold. Applicants must already have completed the Level Two Diploma (AALU).

Complete application in full, front and back.

Submit Application with FALU paper fee (US funds) to address shown on application form.



QUICK REFERENCE

CORRESPONDENCE

Communications concerning the Academy of Life Underwriting Education Program should be directed as follows:

Orders for ALU I, II, & III textbooks
Applications for examinations and diplomas
Purchase of FALU project papers,
Requests for Program Booklets
Additions to mailing lists:

Academy of Life Underwriting Phone: (860) 298-5370
c/o Milliman USA Fax: (860) 687-4860
80 Lambertson Road email: alu@milliman.com
Windsor, CT 06095

Applications to write FALU Project Papers:

John Cavada, FALU, CLU, FLMI
Mutual of America Phone: (212) 224-1092
320 Park Ave, 3rd Fl Fax: (212) 224-2507
New York, NY 10022
email: john.cavada@mutualofamerica.com

Information on Continuing Education Seminars:

Terry Feer, FALU
General Cologne Life Re Phone: (203) 352-3033
Financial Centre, Fax: (203) 328-5911
695 East Main Street email: tfeer@gcre.com
Stamford, CT 06094-0300

All Other Correspondence and Questions: (ALU Secretary)

Lee Janecek, FALU
Woodmen of the World Phone: (402) 271-7295
1700 Farnum Street, 26th Fl Fax: (402) 342-5179
Omaha, NE 68102 email: ljanecek@woodmen.com



ALU EXAM ONE

Basic Examination

Deals with basic theory and fundamentals of life insurance underwriting with particular emphasis on anatomy and physiology, plus important non-medical topics (e.g., aviation, avocation). Canadian students have the option to elect a Canadian Content exam which includes legal issues and practices unique to Canada.

The examination is composed entirely of multiple-choice questions. Examination questions are written in English.

Curriculum

NOTE: There are two texts for the 2003 ALU One examination: The ALU One textbook 2003 edition and the Human Body: Its Function in Health and Disease. The sections of the Human Body which are to be read by the student are outlined in Chapter 1 of the ALU One textbook. The cost of the ALU One textbook is \$35. The cost of the Human Body text is \$75. Use the yellow form in the center of this booklet to order. There are no refunds on textbooks.

Text One:

ALU One Textbook Contents 2003 edition (The contents of the 2003 edition are identical to the 2002 edition.)

- (1) Selected Readings from “*The Human Body: Its Function in Health and Disease*,” Outline prepared by Theresa J. Feer, RN, FALU, revised 1997.
- (2) “*Introduction to Life Insurance Underwriting*,” John T. Snore, revised 1997.
- (3) “*Life Insurance Contract Provisions and The Underwriter*,” Jerry L. Moorbeck, FALU, revised 1998.
- (4) “*Product Portfolio: Life Insurance*,” Daniel Perkins, FALU, revised 2001.
- (5) “*Legal Implications Affecting Life Underwriting*,” Daniel Perkins, FALU, 2001.
- (6) “*Nonmedical Insurance*,” Charles A. Ormsby, FSA, Michael J. Rich, FSA, Bob Timmins, FALU, revised 1996.
- (7) “*Financial Implications of Underwriting Concepts & Theory*,” Daniel Perkins, FALU, 1993.
- (8) “*Substance Abuse & Dependency*,” Nina Smith, MD, revised 2001.
- (9) “*The Aviation Risk*,” W. Taylor Fiederlein, FALU, revised 1998

ALU EXAM ONE

- (10) “*Sports*,” Adele Cassan, revised 2001.
- (11) “*Age, Alcohol and Acceleration: The Motor Vehicle Risk*” Bonnie Hartman, FALU, 2001.
- (12) “*Foreign Residence and Immigration*,” Charles A. Will, 1981, revised 1998.
- (13) “*The Formation of the Modern MIB*,” Frank O. Nardi, 1988, revised 1997.
- (14) “*Disability Income Insurance: an Overview*,” Eleanor Clifford, Jay B. Lindsay, CPA, Mark McGrath, CLU, ChFC, RHU, FLMI, FALU, 2000.
- (15) “*Pricing Life Insurance Products*,” Jay Biehl, FSA, 1998.

ALU One Canadian Content Chapters

Students registering for the Canadian version of Exam One will be tested on Canadian content for these additional chapters. They will also be responsible for US content chapters. See yellow textbook order form in center of booklet to order the Canadian Content Supplement.

- (1C) “*The Life Insurance Industry*,” L. Christine Suthers, AALU, FLMI, HIA, ALHC, ACS, 1998.
- (2C) “*Life Insurance Contract Provisions and The Underwriter*,” George Brennan, FALU, FLMI, MBA, 2000.
- (3C) “*Life Insurance Products*,” Emile Eleftheriadis, FSA, FCIA, 1999
- (4C) “*Legal Developments Affecting Life Underwriting*,” Nancy Manning, CLU, FALU, FLMI, ALCH, 1998.
- (5C) “*The Aviation Risk*,” Claude Girardin, FALU, updated by Debbie Grant, FMI, FALU, 1998.
- (6C) “*Foreign Residence and Immigration*,” Nazir Damji, FALU, 1999.

ALU EXAM ONE

Text Two:

Mambretti-Zumwalt, MD, Joanne, Charles Belanger, MD, and Marvin Goldstein, MD, **THE HUMAN BODY: ITS FUNCTION IN HEALTH AND DISEASE**, Third Edition, International Claims Association, 1994. Selected readings as outlined in Ch. 1 of ALU One text. Its cost is \$75. Use the yellow form in the center of this booklet to order. There are no refunds on textbooks.

Fees

All examination fees are payable in full at the time of enrollment. No special matriculation fee is required for the Academy program. All fees must be paid in US funds by check or money order. Payment by credit card is not available

Enrolled in US or Canada

| | |
|-----------------------------|----------|
| By February 1, 2003 | \$125.00 |
| February 2 to March 1, 2003 | \$150.00 |

Enrolled outside US or Canada

| | |
|-----------------------------|----------|
| By February 1, 2003 | \$225.00 |
| February 2 to March 1, 2003 | \$250.00 |

Prerequisites and Eligibility

There are no prerequisites or eligibility requirements for taking ALU Examination One.

How to Enroll

Examination application (blue form) is located in the center of this booklet.



LEVEL ONE CERTIFICATE

Upon successful completion of ALU One and the other prerequisite examinations, students may apply for the Certificate in Risk Selection, which testifies to the completion of a prescribed course of study in the fundamentals of life risk selection.

Application should be made to the Academy of Life Underwriting Education Committee for award of the certificate for Part One only *after all requirements for that part have been met.*

Requirements for the Certificate are successful completion of:

1) ALU One

2) FLMI 280 (LOMA)

Principles of Insurance: Life, Health and Annuities - Introduces the student to the principles of insurance, the process of becoming insured, and the policyowner's contractual rights. The course acquaints the student with the basic features of life insurance, health insurance, and annuity products.

3) FLMI 290 (LOMA)

Life and Health Insurance Company Operations - Focuses on the business organization of the insurance industry, with particular attention to the marketing, actuarial, underwriting and financial activities of life and health insurance companies.

4) FLMI 310(US) (LOMA)

OR

FLMI 315(CAN)

Legal Aspects of Life and Health Insurance - Life and health insurance companies operate in a legal environment which affects each company's products (through contract law and property law) and each company's operations (through agency law and corporate law). The basic features of this legal environment are presented.

The application for Certificate (pink form) is located in the centerfold of this booklet. There is no charge for the original Certificate. Duplicate certificates may be obtained by written request to the Administrator, including a handling fee of \$20 in US funds (check or money order).

Certificates are issued several times during the year, and are mailed directly to the students at their business addresses. The letter confirming the student's completed request for certificate will indicate when the student should expect the Certificate to be mailed.



ALU EXAM TWO

Advanced Examination

This examination emphasizes advanced medical topics from a life insurance point of view. It also contains sections on the underwriting of large amount cases, financial underwriting and reinsurance.

Curriculum

Text Material for the 2003 examination consists of the ALU TWO 2003 Edition Textbook. (The contents of the 2003 edition are identical to the 2002 edition.) Its cost is \$35. Use the yellow form in the center of this booklet to order. There are no refunds on textbooks.

ALU TWO Textbook Contents - 2003 Edition

- (1) *"The Gastrointestinal System,"* Shelly Rahn, M.D., 1996.
- (2) *"An Underwriting Perspective on Disorders of the Liver and Biliary Tract,"* Hank George, FALU, 2001.
- (3) *"Disorders of the Kidney and Urinary Tract,"* Brian H. McCracken, M.D., 1983.
- (4) *"Disorders of the Respiratory System,"* John P. Carey, M.D., 1994.
- (5) Part A *"Disorders of the Nervous System,"* Robert K. Gleeson, M.D., revised 1996.
(5) Part B *"Disorders of the Nervous System,"* Robert L. Goldstone, M.D., 1996
(5) Part C *"Seizures, Epilepsy and Underwriting,"* Robert Weir, FALU, revised 1998.
- (6) *"Endocrinology,"* Allison Moye, M.D., 1998.
- (7) *"Congenital, Valvular and Other Heart Diseases"* Gordon R. Cumming, M.D., revised 1998.
- (8) *"Coronary Artery Disease (CAD)"* B. Ross MacKenzie, M.D., 1994.
- (9) *"An Underwriter's Guide to Cardiac Diagnostic Testing"* Wally Taylor, FALU, 1996.
- (10) *"Coronary Risk Factors"* Clifton P. Titcomb, Jr., M.D., Donald C. Chambers, M.D., revised 1996.
- (11) *"An Underwriting Approach to the Blood Profile,"* Hank George, FALU, Revised 1999.
- (12) *"Arthritis, Connective Tissue and Metabolic Bone Diseases,"* Philip Baer, M.D., Revised 1999.
- (13) *"Psychiatric Disorders, A Life Underwriting Perspective,"* Hank George, FALU, revised 2001.
- (14) *"Hematological Disorders,"* Marv Reber, FALU, 1997.

ALU EXAM TWO

- (15) “*Cancer: An Underwriter’s Primer*,” Hank George, FALU, revised 1998.
- (16) “*Fundamentals of Life Reinsurance: An Underwriting Perspective*” Dick Swetela, 1999.
- (17) “*Financial Statements: Through A Maze ... With A Map*,” Daniel Perkins, FALU, 1993.
- (18) “*HIV Infection and AIDS*,” Daniel Perkins, FALU, revised 2001.

Fees

All Academy fees are payable in full at the time of enrollment. No special matriculation fee is required for the Academy Program.

Enrolled in US or Canada

| | |
|-----------------------------|----------|
| by February 1, 2003 | \$125.00 |
| February 2 to March 1, 2003 | \$150.00 |

Enrolled outside U.S. or Canada

| | |
|-----------------------------|----------|
| By February 1, 2003 | \$225.00 |
| February 2 to March 1, 2003 | \$250.00 |

All fees must be paid in US funds by check or money order. Payment by credit card is not available

Prerequisites and Eligibility

Successful completion of ALU Exam One is a prerequisite to taking ALU Examination Two. There are no other eligibility requirements.

How to Enroll

Examination application (blue form) is located in the center of this booklet.



LEVEL TWO DIPLOMA (AALU)

Upon successful completion of ALU Two and the other prerequisite examinations, students may apply for the designation of Associate of the Academy of Life Underwriting (AALU). The student who successfully completes all requirements for Part Two will receive a diploma indicating the successful completion of an advanced course of study in the principles of home office life underwriting and that the student is an Associate of the Academy of Life Underwriting. The student will then be privileged to use the designation AALU.

Application should be made to the Academy of Life Underwriting Education Committee for award of the diploma for Part Two only *after all requirements for that part have been met.*

Requirements for the Diploma are successful completion of the ALU Certificate program plus:

1) ALU Two

2) FLMI 320 (LOMA)

Marketing Life and Health Insurance - Gives the student an understanding of basic marketing principles and the function of marketing as an integral aspect of the life and health insurance industry.

3) FLMI 330 (LOMA)

Management of Organizations and Human Resources - Introduces the student to management theory and practice. It emphasizes the functions of management and the organizational contexts in which these functions are carried out.

4) HS 321/307 (CLU)

Income Taxation - The U.S. federal income tax system with particular reference to the taxation of life insurance and annuities; the income taxation of individuals, sole proprietorships, partnerships, corporations, trusts, and estates.

(Continued on next page)

LEVEL TWO DIPLOMA (AALU)

5) HS 331/309 (CLU)

Planning for Business Owners and Professionals - Tax and legal aspects of organizing a business; problems in continuing a business after an owner's death and the insured buy-sell agreement; retirement and estate planning for the owner; key employee life, health and disability plans.

Optional Prerequisite for Canadian Students

CANADIAN CLU

Canadian students may take either the American CLU examinations or the Canadian examinations or may choose to take one American examination and one Canadian examination on different subjects.

4C) Can CLU 326

Advanced Tax - A comprehensive review of the Canadian federal income tax with specific emphasis placed on the taxation of individuals, the small business owner, partnerships and corporations; tax treatment of interest income, capital gains and dividends; taxation of trusts and tax considerations on death.

5C) Can CLU 328

Planning for Business Owners and Professionals - This course addresses sole proprietorship, partnership and corporations; problems arising on death, disability or retirement of a key person, buy-sell agreements, transferring the family business and business valuation.

The application for AALU Diploma (pink form) is located in the centerfold of this booklet. There is no charge for the original diploma. Duplicate diplomas may be obtained by written request to the Administrator, including a handling fee of \$20 in US funds (check or money order).

Diplomas are issued several times during the year and are mailed directly to the students at their business addresses. The letter confirming the students completed request for diploma will indicate when the student should expect the diploma to be mailed.



LEVEL THREE FELLOWSHIP PROGRAM

Once the designation AALU is achieved, the student may achieve Fellowship standing by either of two alternative courses: (A) the FALU Paper or (B) the Examination Series.

Completion of (A) the FALU Paper or (B) the Graduate Examination and prerequisites will entitle the student to receive a diploma indicating the successful completion of the entire course of study in life risk selection and that the student is a Fellow of the Academy of Life Underwriting. The student will then be privileged to use the designation FALU.

(A) FALU Project Paper

The FALU Paper is a comprehensive paper on a subject related to risk selection. The subject may be one of special interest to the candidate or may be selected from a list of subjects available from the Coordinator of the FALU Paper Group. Project papers are arranged, supervised and approved on an individual basis through the FALU Paper Group.

Information on possible topics, paper guidelines, and preparation of an outline can be obtained from:

John Cavada, FALU, CLU, FMLI
Mutual of America
320 Park Ave., 3rd Floor
New York, NY 10022
Phone: (212) 224-1092
Fax: (212) 224-2507
email: john.cavada@mutualofamerica.com

LEVEL THREE FELLOWSHIP PROGRAM

Enrollment for the FALU Paper may take place at any time by any candidate who has successfully completed all eligibility requirements. The green application for FALU Paper assignment is included in the centerfold of this booklet.

Any paper written as a result of this application becomes the sole property of the ALU Education Committee which will hold the copyright privileges. Any other use of the paper must be approved by the Education Committee.

Fees

| | |
|---|----------|
| FALU Paper - US and Canadian students | \$150.00 |
| FALU Paper - Students outside US and Canada | \$250.00 |

All fees must be paid in US funds by check or money order. Payment by credit card is not available.

LEVEL THREE FELLOWSHIP PROGRAM

(B) Examination Series

Prerequisites

Enrollment for the ALU Three exam may take place only when the candidate has successfully completed all eligibility requirements, including ALU One, ALU Two and all LOMA and CLU prerequisites. The ALU Three examination may not be written until all other examinations have been passed and notification received. In other words, the FALU Paper or ALU Three will always be the final step toward the Fellowship designation. Documentation of successful completion of all prerequisites should accompany the application to enroll for Exam Three.

Prerequisites for the Part Three Fellowship Program are successful completion of all Certificate and AALU requirements, plus:

1) FLMI 371 (LOMA)

Managing for Solvency and Profitability in Life and Health Insurance Companies – Introduces students to a financial focus on making a profit while safeguarding assets.

2) HS 330/310 (CLU)

Fundamentals of Estate Planning I (previously, Estate and Gift Tax Planning) – Includes the nature, valuation, disposition, administration and taxation of property. Emphasis is on understanding the unified estate and gift tax system in the United States.

Optional Prerequisite for Canadian Students

CANADIAN CFP EXAM

Canadian students may take either the American CLU examination HS 330 or the Canadian CFP (Certified Financial Planner) examination.

2C) CFP 205 “Risk Management and Estate Planning” introduces the student to insurance contracts and risk management; property interests and family law, intestacy and probate will; power of attorney; taxation upon death, testamentary and inter vivo trusts and estate freezes.

LEVEL THREE FELLOWSHIP PROGRAM

Exam Three

Graduate Examination – This examination tests the professional underwriter’s risk selection and general management knowledge. In addition to the assigned reading material (see syllabus), the student will be expected to have general knowledge of: (1) medical abbreviations and terminology, (2) normal values for commonly encountered laboratory tests, (3) basic electrocardiographic patterns and their significance, (4) general anatomy and physiology to the degree consistent with day-to-day underwriting, (5) commonly encountered diseases and impairments.

Curriculum

Text material for the 2003 examination consists of the ALU Three 2003 Edition textbook. (The contents of the 2003 edition are identical to the 2002 edition.) Its cost is \$40. Use the yellow form in the center of this booklet to order. There are no refunds on textbooks.

ALU Three Textbook Contents - 2003 Edition

- (1A) “*Legal Issues in Underwriting: Genetic Testing*,” John V. Cavada, FALU, 2001.
- (1B) “*Legal Issues in Underwriting: Viatical and Senior Settlements*,” Christopher Walker, 2001.
- (2) “*Coronary Artery Disease, Tradition bows to a new paradigm*” Kimberly Clark, M.D., 1999.
- (3) “*Peripheral Arterial Disease*,” Mary Stuart, M.D., 1996.
- (4) “*TIA – A Warning to Heed*,” Bruce J. Purvis, M.D., 1991.
- (5) “*Electrocardiography: The Underwriter’s Perspective*,” Kathleen Hanson-Morris, revised 1996.
- (6) “*Understanding Cardiac Arrhythmias*,” Wally Taylor, FALU, 1996.
- (7) “*Positive Exercise ECG and Negative Thallium - A Standard Risk?*” B. Ross MacKenzie, M.D., 1990.
- (8) “*Alcoholic Liver Disease*,” Martin L. Engman, M.D., 1996.
- (9) “*From Mole to Melanoma*,” Miriam Krajewski, AAI, FALU, 1995.
- (10) “*Obstructive Sleep Apnea*,” Tom McCarthy, FALU, 1993, revised 1997.
- (11) “*Underwriting The Elderly*,” Thomas P. Riehm, FALU, 1994.
- (12) “*Medical Genetics*” Lawrence Segel, M.D., 1992.
- (13) “*Glomerulonephropathies*,” Marty Meyer, FALU, 1999.

LEVEL THREE FELLOWSHIP PROGRAM

- (14) “*The Relationship Between Diabetes Complications and Mortality*,” Allison Moye, M.D., 1999.
- (15) “*Business Valuation and Estate Planning: Putting Things in Order*,” Daniel Perkins, FALU, 1993.
- (16) “*Information Technology*,” Arthur DeTore, M.D., Richard E. Braun, M.D., 1991, revised 1996.
- (17) “*The Underwriter Goes to Court*,” Jeremy S. Holmes, FALU, revised 1996.
- (18) “*Underwriter Performance and Departmental Organization*,” Deborah B. Schmidt, FALU, revised 1996.
- (19) “*Cost Benefit Studies*,” Jess Mast, revised 1997.
- (20) “*Underwriting the Disability Income Risk*,” Charles Soule, FLMI, 1987.
- (21) “*Drawing Conclusions From Test Results*,” Michael W. Kita, M.D., 1990.
- (22) “*The Construction of Mortality Tables*,” Charles N. Walker, FSA, Ronald A. Becker, FSA, 1986.

Fees

Enrolled in US or Canada

| | |
|--------------------------------------|----------|
| Enrolled by February 1, 2003 | \$150.00 |
| Enrolled February 2 to March 1, 2003 | \$175.00 |

Enrolled outside US or Canada

| | |
|--------------------------------------|----------|
| Enrolled by February 1, 2003 | \$250.00 |
| Enrolled February 2 to March 1, 2003 | \$275.00 |

All fees must be paid in US funds by check or money order. Payment by credit card is not available.

The application for examination (blue form) is located in the centerfold of this booklet.



CLU & LOMA EXAM ENROLLMENT

Enrollment for examinations sponsored by LOMA (The Life Office Management Association), Canadian CLU, or CLU (The American College) should be arranged directly with those organizations.

LOMA (FLMI)

Information on LOMA examinations may be obtained from Life Office Management Association, 2300 Windy Ridge Parkway, Suite 600, Atlanta, Georgia 30339-8443, telephone (770) 951-1770; email: marketing@loma.org; website: www.loma.org

CANADIAN CLU AND CFP

Information about Canadian CLU and CFP examinations may be obtained from the ALU Canadian Coordinator:

Merv Gillson, FALU
Unity Life of Canada
112 St. Clair Avenue W
Toronto, Ontario M4V 2Y3 Canada
phone (416) 960-3463
fax (416) 960-0531
e-mail: mgillson@genisystems.ca

Enrollment forms for both the Canadian CLU and CFP courses can be ordered directly from the Canadian Association for Insurance and Financial Advisors (CAIFA), 350 Bloor St. East, 2nd Floor Toronto, Ontario, W4M 3W8, telephone (416) 444-5717; email: info@caifa.com; website: www.caifa.com

US CLU

Information on CLU examinations may be obtained from The American College, 270 South Bryn Mawr Avenue, Bryn Mawr, PA 19010-2196, telephone (610) 526-1490; email: studentservices@amercoll.edu; website: amercoll.edu.



TRANSFER OF CREDIT

CLU & LOMA EXAMS

Holders of the FLMI (or CLU) designation, regardless of when it was awarded, will be given credit for all LOMA (or CLU) examination requirements of the ALU program.

CLU AND LOMA COURSE NUMBER CHANGES & CREDIT

Old LOMA 1 is accepted as new FLMI 280

Old LOMA 2 is accepted as new FLMI 290

Old LOMA 3 is accepted as new FLMI 310 (US) or 315 (CAN)

Old LOMA 4 is accepted as new FLMI 320

Old LOMA 5 is accepted as new FLMI 330

Old LOMA 9 is accepted as new FLMI 371

Old CLU 301 is accepted as LOMA 1

Old CLU 302 is accepted as LOMA 2 and 3

Old CLU 307 is accepted as new CLU 321

Old CLU 309 is accepted as new CLU 331

Canadian CLU 129 (old 106) is accepted as Canadian CLU 326

Canadian CLU 130 (old 109) is accepted as Canadian CLU 328

Canadian CLU 131 (old 110) is accepted as Canadian CFP 205

ICA course C2 is accepted as FLMI 310

FOREIGN LANGUAGE LOMA EXAMS

Spanish PFSL 001 is accepted as FLMI 280

Spanish PFSL 002 is accepted as FLMI 290

Spanish PFSL 004 is accepted as FLMI 320

TRANSFER OF CREDIT

CREDIT FOR STUDENTS OF THE AUSTRALIAN INSURANCE INSTITUTE

Diploma Status awarded prior to 1990 will be accepted on the same basis as Affiliate status.

Affiliate Status will be accepted as equivalent to LOMA 280, 290, and 310 exams.

Associate or Fellow status will be accepted as equivalent to the Academy Exam One plus LOMA 280, 290, 310, 330 and 371 plus CLU HS321 and HS331. Associates in the AII need only to complete the Academy's Exam Two to achieve Associate status in the Academy of Life Underwriting.

The Deakin University Associate to Fellowship upgrade programme course MAS301 (Life Insurance Operations) will be accepted in lieu of CLU course HS 330 (Estate Planning) and MMK277 (Marketing Management) will be accepted in lieu of LOMA 320 (Marketing).

Note: Changes in progress to the exam programs of the Australian Institute will be reflected in the 2003-2004 ALU Program Booklet.

CREDIT FOR STUDENTS OF THE INSURANCE INSTITUTE OF NEW ZEALAND

Course 145 -Essentials of Life Insurance will be accepted as LOMA 280

Course 246 -Advanced Life Insurance will be accepted as LOMA 290

Course 110 -Law will be accepted as LOMA 310

Course 206 -Taxation and Course 231 Marketing will be accepted in lieu of LOMA 320 and 330 and CLU HS 321 and HS331.

The IINZ Advanced Life Insurance Certificate, plus Course 210 Company and Partnership Law will be accepted in lieu of LOMA 371 and CLU HS320.

CREDIT FOR STUDENTS OF THE SWISS PRIVATE INSURANCE PROGRAM

Completion of the degree program of Notenausweis, Vereinigung für Berufsbildung der schweizerischen Versicherungswirtschaft (Expert in Private Insurance Industry) will be accepted as equivalent to completion of LOMA and CLU prerequisites for the Certificate, Associate and Fellowship levels (LOMA FLMI 280, 290, 310, 320, 330, and 371, CLU HS 321, 331, and 330).

TRANSFER OF CREDIT

CREDIT FOR ACTUARIAL EXAMINATIONS

Fellows of the Society of Actuaries will be given credit in the ALU program for FLMI Examinations 280, 290, 310 (US) or 315 (CAN) and 371, regardless of when the candidate became a Fellow.

Associates of the Society of Actuaries or actuarial students may be granted credit for one or more of the LOMA examinations listed above, provided that they have successfully passed an actuarial examination which covered the material in the LOMA course for which credit is requested. In order to receive credit, the material in the actuarial program must have been at least as great in scope and depth as the material in the LOMA course currently being given at the time credit is being sought.

Credit will be allowed or denied at the sole discretion of the Academy of Life Underwriting Education Committee. Requests for credit should be made in writing to the Secretary of the Education Committee.

Lee Janecek, FALU
Woodmen of the World
1700 Farnum Street
Omaha, NE 68102

Phone: (402) 271-7295
Fax: (402) 342-5179
email: ljanecek@woodmen.com

TRANSFER OF CREDIT TO AMERICAN COLLEGE (CLU)

The American College has decided that students who have received the AALU or FALU designation will be given credit for certain examinations in the CLU program.

Credit will be given by The American College for HS 323-Individual Insurance and HS 324-Life Insurance Law to holders of the FALU designation. Application for transfer of credit should be made to The American College. The ALU Administrator will verify that the student has received the FALU designation, upon request from The American College.



ADMINISTRATION OF ALU EXAMS

The Administrator mails exams to the proctors, identified from each exam site, about 2 weeks prior to the exam date. **Students may sit for exams only from 9:00 AM to 12:00 noon on the examination date, April 15, 2003. All exams must be returned to the Administrator on the date of the exam, including those for students who did not sit.**

The responsibility for returning the examination to the Administrator lies with the proctor. The Academy cannot offer make-up examinations in the event of lost original examinations. Examinations must be returned by a courier or registered mail service. Regular (First Class) mail should never be used as tracing of missing items cannot be done.



PROCTORS

It is the student's responsibility to ensure that arrangements are made for a qualified Proctor and to include the Proctor's name on the student's application for examination.

A qualified proctor from the student's company will administer the exams directly between the student and the Academy. The proctor must be proficient in English. Management level executives or other individuals with experience in administering professional exams, such as LOMA or ALU exams, from the student's company qualify as proctors. If you would like the Academy to consider a proctor who does not meet these requirements, submit your request in writing to the Administrator at alu@milliman.com no later than the February 1, 2003. Include a description of his/her qualifications to the Administrator. Questions about proctors should be referred to the Administrator at alu@milliman.com.



REFUNDS AND EXTENSIONS

If a student fails to sit for an Academy examination enrolled for, the enrollment fee will normally be forfeited.

Exceptions:

1. A full refund of the fee will be made if the Administrator receives a written request for withdrawal, signed by the candidate, before March 1, 2003.
2. If the candidate terminated employment because of entry into the armed forces between the time of the enrollment and the date of the examination, a full refund of the fee will be made.
3. Extensions: If the candidate was seriously ill or was assigned jury duty and was therefore unable to sit for the examination, the candidate may apply for an extension to re-enroll for that examination without payment of an additional fee the following year. A full written explanation and request must be made to the Secretary Lee Janecek, (see p.10) if any extension of enrollment is required. An extension is good for one year only; if the candidate does not or cannot sit for the examination the year immediately following the one in which the candidate was unable to sit, no further extension will be granted.

If a student does not complete the project paper assignment within one year from the date of assignment, the candidate may request an extension which may or may not be granted, at the discretion of the FALU Paper Group. Re-enrollment for students who have not completed the FALU Paper within the allotted time will be one-half the original fee.

Refunds and extensions for CLU and LOMA examinations are governed by those organizations.



GRADING

Academy of Life Underwriting Examinations One, Two and Three – Grades are published on a pass or fail basis, with individual candidates who have done particularly well singled out for “pass with distinction.”

What is a passing grade? – In order to clearly distinguish knowledgeable students, and yet not discourage average students or only credential those with superior memorization skills, the ALU sets the pass/fail point at approximately the top 67% of students, plus or minus 3%, to allow some flexibility.

Candidates will “pass with distinction” if their grade is in approximately the top five percent of those candidates who sat for the examination.

All three ALU exams consist of multiple choice questions and are machine graded.

The FALU Paper – A candidate has one year from date of approval of the outline to produce the completed project paper, and may not submit it for grading before three months from the date of outline approval. The paper will then be reviewed by the FALU Paper Group, who will assign a pass or fail, or “pass with distinction” in the case of a paper which is of exceptional merit. The FALU Paper Group is made up of professional underwriters who are members of the AHOU or CIU, who have themselves demonstrated personal ability in the field of underwriting education or research.

Examinations offered by CLU, LOMA, and Canadian CLU/CFP are graded by those organizations.



ANNOUNCEMENT OF EXAM RESULTS

Individual pass/fail notices will be mailed to each student by June 2, 2003. US and Canadian students should receive their notices within one week of this date.

The ALU List of Passing Students for ALU Examinations One, Two and Three will be posted on the ALU Website on or before June 2, 2003. The Website address is **www.ontherisk.org**

A copy of each company's examination results will also be sent to the company's proctor approximately two weeks after individual notifications are mailed.

PLEASE DO NOT CALL FOR EXAM RESULTS unless there has been an inappropriate delay in notification.



STUDENT RECOGNITION REWARDS

The Academy of Life Underwriting examinations and Project Paper are marked “fail,” “pass,” or “pass with distinction.” Those students who receive “pass with distinction” on an exam will have their certificates or diplomas for that exam section identified accordingly.

Appropriate FALU Papers may be published as reading material in the Academy of Life Underwriting syllabus or used in the program of the annual meeting of AHOU or CIU. (Full copies of present and past Project Papers are available from the Academy. A list of all Project Papers is included in this Program Booklet, and an order form is located in the centerfold of the booklet.)

All certificate and diploma awards for the year will be listed in the published Proceedings of the Association of Home Office Underwriters.

CHARLES A. WILL AWARD

The Charles A. Will Award is presented annually to the student having the highest average grade mark of all three exams. Students who write a paper with distinction are also eligible for the award. In this case the average of their first two exams will be taken into consideration.



CONTINUING EDUCATION SEMINARS

The Academy of Life Underwriting Education Committee offers continuing education seminars through the ALU program. These seminars are generally held three to four times a year. The purpose of the seminars is to provide continuing education and professional development for home office underwriters. Each seminar targets a specific level of underwriting and will cover a variety of topics, medical and non-medical. The AALU or FALU designation is not required to attend these seminars.

For more information about the current Seminar programs, see the seminar section on the website www.ontherisk.com or contact the ALU Seminar Coordinator:

Terry Feer, FALU
General Cologne Life Re
Financial Centre
695 East Main Street
Stamford, CT 06094-0300

Phone: (203) 352-3033
Fax: (203) 328-5911
email: tfeer@gcre.com



ON THE RISK

The Journal of the Academy of Life Underwriting

On The Risk is the official journal of the Academy of Life Underwriting. It is published four times a year, in March, June, September and December. It contains articles on topics of interest to professional home office life underwriters.

The editorial team solicits articles. If you are interested in writing an article, contact Hank George, Editor-in-Chief at hankgeorge@aol.com.

On The Risk and the Academy of Life Underwriting gratefully acknowledge the financial support of the Association of Home Office Underwriters and the Canadian Institute of Underwriters.

Members of the Association of Home Office Underwriters and members of the Canadian Institute of Underwriters receive *On The Risk* as a benefit of their membership in those organizations. Individual subscriptions are encouraged and invited. Details of subscription info can be found on the website: www.ontherisk.org, or by email at ontherisk@aol.com.



FALU PAPERS COMPLETED

The following papers were completed in connection with the attainment of the designation, Fellow, Academy of Life Underwriting. Copies may be obtained from Academy of Life Underwriting, c/o Milliman USA, 80 Lambertson Rd., Windsor, CT 06095. Order form (gray form) is located at the centerfold of this booklet.

| Year Completed | Title | Author | Order Code |
|--|--|------------------------|-------------------|
| <u>MEDICAL UNDERWRITING (100)</u> | | | |
| 1975 | Smoking - Its Effect on Mortality & What Life Insurance Companies Are Doing About It | Ross H. Moyer | 100-01 |
| 1975 | Hodgkin's Disease, Considerations for Insurability | John S. Pearson, M.D. | 100-02 |
| 1975 | The Underwriting of Mental and Nervous Disorders | Ivern I. Ball | 100-03 |
| 1975 | Underwriting the Disturbances of Blood Lipids | Gary R. Kirk | 100-04 |
| 1976 | Underwriting the Suicidal Risk | Newell Mitchell | 100-05 |
| 1978 | Hereditry and Family History | Malcolm K. Chadbourne | 100-06 |
| 1979* | The Significance of Family History in Risk Appraisal | Ronald J. Box | 100-07 |
| 1979 | Underwriting Consideration of Participating in Cardiovascular Fitness Programs | William F. Dickover | 100-08 |
| 1979 | Asthma: It Can Leave You Breathless | Arthur S. Gleason | 100-09 |
| 1979 | Obesity Treated by Surgical Procedures: Underwriting Aspects | Dorinne Glenn | 100-10 |
| 1979 | Stress and Its Impact | Kerry H. Lashlee | 100-11 |
| 1980 | An Analysis of Underwriting Judgment | Dale R. Johnson | 100-12 |
| 1980 | Asbestos Exposure | Gerald G. Padgett, Jr. | 100-13 |
| 1980* | After the Cure: Underwriting the Late Effects of Cancer Treatment | Henry C. George | 100-14 |
| 1980 | A Review of Aortocoronary Bypass Graft and Underwriting Evaluation | Eugene E. Johnson | 100-15 |
| 1980 | The Effect of Exercise on the Cardiovascular System | Harold L. Capps | 100-16 |
| 1980 | Stress: The Hidden Impairment? | Bruno Ferri | 100-17 |
| 1981 | Chronic Obstructive Lung Disease | Dennis E. Rollins | 100-18 |

*With Distinction

FALU PAPERS COMPLETED

| Year Comp. | Title | Author | Order Code |
|-----------------------|--|-------------------------|-----------------------|
| 1982 | Different Physical Factors Found in the Long Distance Runner | Russell D. Dent | 100-19 |
| 1984 | Epilepsy | Garland R. Butler | 100-20 |
| 1984 | Organic Brain Syndrome: An Underwriting Nightmare | E. Ray Dinstel | 100-21 |
| 1984* | The Significance of Triglyceride Levels in Relation to Coronary Artery Disease - an Underwriting Dilemma (?) | William A. Mills | 100-22 |
| 1987 | Underwriting the Anorectic and Others with Eating Disorders | Barbara Lutz | 100-23 |
| 1988 | The Underwriting Challenge of Fibrocystic Breast Disease | Ursula Wanko | 100-24 |
| 1989* | Underwriting Anemia | Marvin N. Reber | 100-25 |
| 1990 | The Tobacco Risk | Vickie Fleming | 100-26 |
| 1990 | The Risk Factors of Coronary Heart Disease | Doreen Acampora | 100-27 |
| 1990 | Multiple Sclerosis | Michele Hnatyshen | 100-28 |
| 1990* | Facets and Complications of Affective Illness | Joy Jones | 100-29 |
| 1990* | Underwriting Post Traumatic Stress Disorder in the Vietnam Veteran | Timothy Shaughnessy | 100-30 |
| 1990* | Seizures, Epilepsy and Underwriting | Robert Weir | 100-31 |
| 1993 | Underwriting Liver Transplants | Sharon Garner | 100-32 |
| 1993 | Underwriting Percutaneous Transluminal Coronary Angioplasty | Wallace D. Taylor | 100-33 |
| 1993* | Obstructive Sleep Apnea | Thomas D. McCarthy | 100-34 |
| 1994 | Post Polio Syndrome - An Old Threat Returns | John R. Hillman, Jr. | 100-35 |
| 1995 | Underwriting The Diabetic | Lisa A. Wright | 100-36 |
| 1995* | From Mole To Melanoma | Miriam Krajewski | 100-37 |
| 1995 | Panic Attacks | Mary Midoux | 100-38 |
| 1996 | Kidney Transplantation | Connie A. Merrill | 100-39 |

*With Distinction

FALU PAPERS COMPLETED

| Year Comp. | Title | Author | Order Code |
|---------------|--|-----------------------|---------------|
| 1997 | Chronic Fatigue Syndrome | Deborah A. Schumacher | 100-40 |
| 1998 | Prostate Cancer | Marvin Dale Hobbs | 100-41 |
| 1998 | Attention Deficit Hyperactivity Disorder: Is There a Risk? | Carol McDermott | 100-42 |
| 1999 | Lupus and Life Insurance | Frank J. Goetz | 100-43 |
| 1999 | Genetic Testing's Impact on Risk Selection for Life Insurance | John V. Cavada | 100-44 |
| 1999 | The Urinary System - An underwriting perspective | Vanessa McIver | 100-45 |
| 2000 | Underwriting Hepatitis C | Ann Law | 100-46 |
| 2002 | The Eating Disorders of Bulemia and Anorexia Nervosa | Lloyd Weisgerber | 100-47 |
| 2002 | The (Re)emergence of Infectious Diseases in Latin America and the Carribbean: An underwriting perspective. | Julie Stauble | 100-48 |
| 2002 | Dementia and Alzheimer's Disease: The Fight for a Cure" | Debbie L. Jude | 100-49 |

TECHNOLOGY (101)

| | | | |
|-------|--|---------------------|--------|
| 1976* | Computer Underwriting & Issue - What You Don't Know Can Hurt You | R. K. Gibson | 101-01 |
| 1981 | The Underwriter - an EDP User | Don E. Ansley | 101-02 |
| 1996 | Automating The Underwriter and The New Business Department | Christopher C. Cook | 101-03 |

MANAGEMENT (200)

| | | | |
|-------|---|-----------------------|--------|
| 1975* | Life Underwriting Department Organization | James Gross | 200-01 |
| 1976 | Design and Measurement of Underwriting Clerical Positions | John E. Hanson | 200-02 |
| 1976 | Learning Theory Applied to Creating a Training and Development Program for Underwriters | Constant T. Sembroski | 200-03 |
| 1976* | Underwriting Training Program | Gerald J. Fahrner | 200-04 |
| 1977* | Quality in Underwriting | Emil Tobler | 200-05 |
| 1977 | Quality and Quantity Appraisal of Life Underwriting Operations | J. Michael Steinhardt | 200-06 |
| 1978 | Selection of an Underwriter | William S. Gates | 200-07 |
| 1980 | Underwriter Performance and Appraisal | James S. McCollum | 200-08 |
| 1989 | Underwriting Department Organization and Management | Deborah B. Schmidt | 200-09 |
| 1994 | Total Quality Management (TQM) Principles applied to Life Underwriting Management | Mary L. Daly | 200-10 |

*With Distinction

FALU PAPERS COMPLETED

| Year Comp. | Title | Author | Order Code |
|-------------------------|---|--------------------------|---------------|
| <u>HABITS (300)</u> | | | |
| 1975 | Alcoholism | Paul McDaniel | 300-01 |
| 1976 | Alcoholism | Gene Cramer | 300-02 |
| 1978* | Marijuana: The Drug, Its Use, Effect and Risk Selection | Albert L. Johnson | 300-03 |
| 1979 | Identifying the Alcoholic Through Physiological and Psychological Symptoms | Robert T. Duncan | 300-04 |
| 1990 | Cocaine is NO Lady | Evelyn Spense | 300-05 |
| 1996 | Alcoholism | Lynda Sales | 300-06 |
| <u>MARKETING (400)</u> | | | |
| 1976 | An Evaluation of the Life Insurance Needs of Women and Insurance Industry Response to Those Needs | Barbara A. Palmerino | 400-01 |
| 1976 | Special Risks - A Marketing Approach | Charles Reckley | 400-02 |
| 1982 | Planning in a Direct Response Underwriting Department | Edward J. DiGian | 400-03 |
| <u>AVOCATIONS (500)</u> | | | |
| 1977 | Motorcycling - A Life Risk? | Richard G. Terp | 500-01 |
| 1977* | Underwriting the Hang Glider Pilot for Life Insurance | Kenneth H. Griffin | 500-02 |
| 1978 | Underwriting the Balloonist | Robert D. Smithhart | 500-03 |
| 1979 | The Sport of Ballooning | Andrea Cagney | 500-04 |
| 1979 | Snowmobiling | Ronald L. Larson | 500-05 |
| 1982 | The Aviation Risk | W. Taylor Fiederlein | 500-06 |
| 1984 | Underwriting the Mountain Climber | Jerry L. Moorbeck | 500-07 |
| 1986 | Underwriting the Sport Diver | Phillip Mark Hambrick | 500-08 |
| 1996* | Underwriting the Sport Diver | Paula C. Romano | 500-09 |
| 1998 | Aviation | Susan Bailey | 500-10 |

*With Distinction

FALU PAPERS COMPLETED

| Year Comp. | Title | Author | Order Code |
|---------------------------------|---|-----------------------------|---------------|
| <u>LEGAL/REGULATORY (600)</u> | | | |
| 1976 | Designing the Life Insurance Application Contents, Wording, and Insurance Department Approval | Richard Gratton | 600-01 |
| 1976 | Legal Aspects of the Application | Ralph J. Kietzman | 600-02 |
| 1977* | Insurable Interest and Beneficiaries in Underwriting | Benjamin H. Phipps | 600-03 |
| 1977 | A Review of the Replacement Problem | Dale S. Easton | 600-04 |
| 1977 | Fair Credit Reporting Act – Ramifications | John L. Johnson | 600-05 |
| 1978 | Material Misrepresentation as a Ground for Rescission | Thomas W. Roberts | 600-06 |
| 1978* | The Underwriter Goes to Court | Jeremy Slade Holmes | 600-07 |
| 1978 | The Right to Privacy and the Life Insurance Industry | William C. Nelson | 600-08 |
| 1979 | Insurable Interest – Life Insurance | John H. Pflug | 600-09 |
| 1992 | Fraud, Insurance and the Nigerian Connection | Wayne Durlfinger | 600-10 |
| <u>UNDERWRITING TOOLS (700)</u> | | | |
| 1975* | Attending Physician’s Statements | Benjamin A. Currier, Jr. | 700-01 |
| 1976* | A Study of Attending Physicians Statements on Checkups | Robert T. Lynch | 700-02 |
| 1980* | An Introduction to Electrocardiograms | Orest Swoboda | 700-03 |
| 1980 | The Paramedical Concept: How Successful Has It Been? | Ann W. Floyd | 700-04 |
| 1990 | EKGs and the Underwriter of the 90s | Wanda Hicks | 700-05 |
| 1994 | An Underwriter’s Guide To Tumor Markers | Sheryl A. Moeller | 700-06 |
| 1998 | DNA Identification of Individuals | Vera F. Dolan | 700-07 |
| 2001 | The Underwriter and the World Wide Web | Mark Koeing | 700-08 |

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FALU PAPERS COMPLETED

| Year Comp. | Title | Author | Order Code |
|---|---|--------------------------|---------------|
| <u>GENERAL (800)</u> | | | |
| 1975* | The Power of Positive Underwriting | Chester H. Smelser | 800-01 |
| 1976 | Persistency Underwriting | John H. Shields | 800-02 |
| 1978 | Underwriting for Persistency | David H. Popplewell | 800-03 |
| 1979 | Reconsideration of Substandard Extra Charges | Daniel T. Pieper | 800-04 |
| 1980 | Current Trends in Life Reinsurance | Robert J. Wilbur | 800-05 |
| 1981 | Life Reinsurance: Practices, Prices and Procedures - A General Discussion" | Albert Moriondo | 800-06 |
| 1985 | Unisex Underwriting | Jean-Marc Champagne | 800-07 |
| 1994 | Underwriting The Elderly | Thomas P. Riehm | 800-08 |
| 1995 | Older Age Underwriting | Thomas H. McWilliams | 800-09 |
| 2000 | Variable Life | Martin A. Smith | 800-10 |
| <u>NON-MEDICAL/FINANCIAL UNDERWRITING (900)</u> | | | |
| 1975* | Financial Underwriting & the Large Case | Rowland Ricketts, Jr. | 900-01 |
| 1976 | Underwriting Consideration of Chinese Immigrants | Don Van Guelpen | 900-02 |
| 1976 | Coal Mining – Underground | Ralph W. Ellis | 900-03 |
| 1977 | Business Insurance - Does it Warrant Special Handling? | Mark H. MacGrath | 900-04 |
| 1977 | Financial Underwriting - A New Beginning | Charles A. Stuck, Jr. | 900-05 |
| 1977 | Financial Underwriting Made Easy | Rene Trudel | 900-06 |
| 1978 | Motor Vehicle Deaths and Risk Selection | Richard F. Quirk | 900-07 |
| 1978 | Railroading | Edwin R. Fattes | 900-08 |
| 1979 | Identifying the Fatal Accident Driver | David M. Ott | 900-09 |
| 1979 | The Underwriting of Immigrants from Japan, Korea, and Philippine Islands | Jerry Toshio Tamura | 900-10 |
| 1980 | To Examine Specific Data Relating to the Canadian Military and Evaluate the Need for Changes in Current Underwriting Practices | Robert V. Timmins | 900-11 |
| 1980 | Underwriting the Adverse Driving Risk for Life Insurance | Terry W. Carriker | 900-12 |
| 1980 | Cigarette Smoking: Its Impact on Life Insurance Risk Selection | John J. McDonald | 900-13 |
| 1983 | Financial Underwriting: Understanding and Underwriting Estate Liquidity | Dale L. Fradette | 900-14 |
| 1996 | Fatal Occupational Injuries | Dennis W. West | 900-15 |
| 2002 | Changes in Financial Underwriting | Nancy R. Small | 900-16 |

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FALU PAPERS COMPLETED

| Year | Comp. | Title | Author | Order Code |
|-----------------------------|--------------|--|-----------------|-------------------|
| <u>COMMUNICATIONS (000)</u> | | | | |
| 1976 | | Underwriting/Agency Relationships | W. H. Luehlfing | 000-01 |
| 1976 | | Communication Problems of a Life Underwriting Department | Guy Hartman | 000-02 |
| 1979 | | Good Communications: The Cornerstone of an Improved Underwriting/Agency Relationship | Claude Girardin | 000-03 |

*With Distinction



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2002-2003

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Exam Consultant

C. Bruce Worsham, J.D., CLU
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Professional Administrator

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Milliman USA, Inc.