Mar. 16, 2010 - Troy, Mich. – A longstanding relationship between Walsh College and North America’s largest MGA/wholesale insurance broker has evolved into a partnership that promotes employee training and skill-building.

Farmington Hills-based Burns & Wilcox contracted with the Walsh College Division of Online Learning to develop a five-course online insurance curriculum to prepare Burns & Wilcox employees to sit for professional certification examinations.

“The partnership illustrates how business, education, and technology can combine to bring out the best in working professionals,” Walsh College President and CEO Stephanie Bergeron said.

“Learning in online courses is the manner in which many employees will be able to remain current in their area of expertise in today’s world,” said Karen Rhoda, Ph.D., dean of the Walsh College Division of Online Learning. “Insurance employees are able to access the course materials at their convenience and connecting to our Web site for weekly assignments, practice activities and asynchronous discussion sessions with the instructor,” she continued.

The instructor and individual students do not need to be online at the same time. Students are able to access the course at their convenience during the ten week session and get instructor feedback at times convenient for them. “That way, they can continue to work and schedule ‘school’ around their work requirements,” Dr. Rhoda added.

Currently, 25 Burns & Wilcox employees are taking the “Principles of Insurance” pilot class online. The course filled to capacity within 30 minutes opening for enrollment and has a waiting list.

Those who successfully complete the pilot course will be eligible to sit for the American Institute of Certified Property Casualty Underwriter (AICPCU) certification exam.

The curriculum also includes INS 22, INS 23, and Certificate of Life Insurance courses ASLI 163 and ASLI 164. A certificate of completion will be issued to those who pass all the courses.

“The Kaufman Institute is unique in the insurance industry sector,” Kaufman said. “It is dedicated to helping us live our brand promise that Burns & Wilcox is SMART. We are confident that the partnership programs offered through the Kaufman Institute will give us the edge to outperform our competitors in the marketplace.”

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