



Prepare Yourself for Leadership in Insurance Broking

Formal qualifications and targeted professional development are critically important to ensure that managers and leaders have the knowledge and skills they need to ensure the ongoing effectiveness, competitiveness and productivity of their brokerages. Leaders in broking today need capabilities in:

- Staff engagement
- Knowledge and capability
- Strategic networking
- Personal and emotional qualities
- Change management
- Ethics and integrity
- Information and communication technologies
- Creativity and innovation

NIBA College has several broker specific programs that address these skills:

- FNS60110 *Advanced Diploma of Insurance Broking*
- 91552NSW *Graduate Diploma of Insurance Broking.*

These nationally recognised qualifications are particularly useful for young professionals who seek to develop the skills needed to manage and lead a broking organisation in the future.

See the course outline for details of the competency units covered in each qualification.



FNS60110 Advanced Diploma of Insurance Broking suits brokers moving into senior roles and responsible managers in a broking business as it covers the skills needed in broking practice and business operations management as well as key leadership skills. This qualification satisfies ASIC training requirements for broker licensees or responsible managers.

91552NSW Graduate Diploma of Insurance Broking is a more specialised course that focuses on strategic planning rather than operational management.

NIBA College also offers a professional development course that leads to the membership designation **Certified Professional Insurance Broker (CPIB)**. The course shares a number of common modules with the Advanced Diploma and cross credits are available shown on the table below. The CPIB program consists of 8 modules covering including leadership and advanced broker skills. Each has a CPD rating of 8 hours and can be undertaken as stand-alone modules.

Whether you do a formal qualification or the CPIB modules, these programs aim to help you develop your professional capabilities in your area of interest whether it be in client management, marketing, compliance, business development or some technical specialisation.

NIBA College recommends that those planning to undertake these higher level programs hold FNS51210 Diploma of Insurance Broking or equivalent.



FNS60110 ADVANCED DIPLOMA OF INSURANCE BROKING BLOCK 1		CPIB PROFESSIONAL DEVELOPMENT PROGRAM
Completion of the following 6 modules:		Completion of the following 8 modules:
1. Orientation to Professional Practice	Cross credits apply	1. Foundation Module 2. Ethics and Professional Practice
2. Broking Services Management		
3. Insurance Broking Operations		
BLOCK 2		CPIB PROGRAM
4. Sales and Marketing Management	Cross credits apply	3. Sales and Marketing Management 4. Develop and Manage Relationships
5. Managing Client Insurance Programs		5. Broking and Technical Expertise 6. Presentation and Persuasion Skills
To complete Advanced Diploma ONE of the following Module 6 electives must be undertaken:		To Complete CPIB Program BOTH electives must be undertaken:
<i>Module 6: Elective 1:</i> Networking and Collaboration; or:	Cross credits apply	7. Networking and Collaboration; and
<i>Module 6: Elective 2:</i> Leadership in a Broking Practice		8. Leadership in a Broking Practice

A broker who has completed the FNS60110 Advanced Diploma of Insurance Broking can obtain their CPIB membership by completing both electives in Module 6. A broker who has completed the CPIB program can obtain FNS60110 Advanced Diploma by completing Modules 2 and 3 of the Advanced Diploma.

Upgrading your professional membership designation

The NIBA Board awards the following membership recognition to those brokers completing higher levels of professional education:

CPIB	FELLOW	CPIB FELLOW
Completion of the CPIB program, plus 2 years as a QPIB. A total of 6 years' experience as a broker. In this case, members can use QPIB and CPIB post nominals on their business materials.	This is the highest designation awarded to an individual member. It is open to graduates of both the Advanced & Graduate Diploma of Insurance Broking, with 5 years as a QPIB. Fellows are entitled to use the post nominal, QPIB Fellow on their business materials.	Those who have undertaken the Advanced Diploma of Insurance Broking and the additional CPIB electives are recognised as CPIB Fellows.